



News Summary

Soldier dies, 8 hurt in blast

A soldier was killed and eight others wounded, two seriously, last night when a bomb exploded in a crowded area of London. The blast occurred in the Strand, near the Strand Palace Hotel, at about 11.30 p.m. The victim, a 22-year-old soldier, was killed by a fragment of the bomb. The other eight were injured by shrapnel and blast waves. The Strand Palace Hotel is a large, historic building which has been the scene of several other incidents in the past.

More buying of gilts

GILTS met with further sizeable buying. Long-dated gilts closed at gains ranging from 1 1/2 to 3 1/2 p.p. helped by the U.K. reserves figures.

EQUITIES started higher but buyers were lacking. The index after 408.6, ended 2.1 down at 404.8 though second-line share gains helped to produce an overall rise-to-falls ratio of 5:4.

GOLD rose 5c at \$42.50.

WALL STREET'S index lost most of an early rise of 6 1/2, ending a net 1.68 up at 895.66. Page 34.

President Nixon warned that his intervention in the dock strike could not be long delayed. Page 23.

Army 'regret'

In Londonderry, however, the army's role in the recent events was not seen in the same light. The army's role in the recent events was not seen in the same light. The army's role in the recent events was not seen in the same light.

Butter to cost more

BUTTER PRICES will rise 1p a pound at the shops, probably early next week. New Zealand's £20 increase in its bulk price to £500 a ton yesterday was followed by Britain's other main suppliers. After several increases over a year it was hoped that the market might now stabilise. Page 4.

Thorn's big deal

THORN ELECTRICAL Industries is to sell Donovan Electrical and Brookhirst Ignition, each part of Thorn's Metal Industries subsidiary, to Cutler-Hammer, of Milwaukee, in a deal worth up to £7.5m. The two U.K. companies are to operate as a present. Page 27.

Engineers 1-day strikes to continue

400 SHOP STEWARDS for toolroom men in 50 motor and engineering plants decided in Coventry last night to continue the Monday strikes which have hit car production. Chrysler has lost some £10m. of output through lack of engines. The decision, which the AUEW district committee is likely to endorse to-night, aims at keeping pressure on employers to reinstate a pay pact which was ended last month. Page 29.

Chief price changes

(Prices in pence unless otherwise stated.)

Transport 3 1/2	78/88	282	+
Allen	300	+	
Bowers (Whitaker)	148	+	
Burton Grp. "A"	216	+	
Cravenham	127	+	
Diploma (Rohr)	121	+	
Gibbins (S.)	50	+	
Henry (A. and S.)	109	+	

Difficulties ahead for pro-Marketeers

Labour 5-1 against EEC entry terms

BY JOHN BOURNE, LOBBY EDITOR, BRIGHTON, Oct. 4.

THE PRO-MARKETEERS suffered a heavy, if not overwhelming, defeat at the Labour Party conference here to-day. Mr. Roy Jenkins and his colleagues are determined to stick to their guns, but there is no doubt that their political difficulties could now be even greater than they had feared.

The National Executive Committee's rejection of the EEC entry terms was carried by 5,073,000 votes to 1,032,000. The pro-Marketeers not only failed in their limited aim of polling substantially more than 1m. votes, but the great bulk of their support came from the block votes of a handful of trade unions.

Exact figures cannot be calculated, but it is certain that most of the constituency party delegates, the rank and file of the party, voted with the platform, perhaps in the ratio of four to one. It seems that in spite of well-financed campaigns over the last few months the Labour Europeans have failed to win over the party's uncommitted members.

Mr. Rupert Nicholson, the receiver, quoted a statement of affairs showing a deficiency of £127m, including £81m. for unsecured creditors. As Rolls-Royce Motors was currently making record profits, he said, the company should not be sold on present figures but a 1972 forecast should be awaited. Back Page

Reserves up £86m. at £2,089m. peak

BY WILLIAM KEEGAN, ECONOMICS CORRESPONDENT

THE U.K.'s official reserves rose by £86m. (£2,089m.) last month to a peak of £2,089m. (£5,013m.). The Treasury announced yesterday.

The actual inflow last month is thought to have been larger than this, much of it coming in during the week before the International Monetary Fund meeting.

Last night the rate closed at \$2.489-92, representing a revaluation above parity of about 3.7 per cent. It was thus little changed from the peak London closing rate reached since currencies floated, in August - \$2.489-92 last Friday night.

The September reserve figure reflects the combined commercial and speculative inflow, plus receipts of foreign exchange which had been swapped forward from earlier months, minus those unspecified amounts which were swapped forward with overseas monetary authorities last month.

Hawker wins competition to build new RAF jet trainer

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

HAWKER SIDDELEY Aviation has won the competition to build the new jet trainer for the RAF, which is likely to provide the company and its suppliers with work worth up to £100m. over the next five to six years.

The trainer is the subsonic two-seat HS-1182. The RAF is expected to buy up to about 170 aeroplanes, to replace its ageing Gnat and Hunter trainers. In-service target date is around the mid-1970s.

Details of the aircraft—such as whether it will have one or two engines, and whether they will be either Rolls-Royce Adour or Viper 600s—are still subject to detailed pre-contract negotiations. But the Ministry of Defence has decided to announce the result of the design competition now, so as to end uncertainties in the aerospace industry, and to allow firms that a West European design, the Franco-German Alpha Jet, would be chosen over British aircraft.

The HS-1182 is one of the major new contracts that Hawker has been fighting to win against the British Aircraft Corporation for some time.

The aircraft is also likely to have considerable export potential, since it can also be converted into a light strike fighter as well as a trainer.

Manufacture of the HS-1182 will probably be fed into the Brough, Yorkshire, and Kingston works of Hawker Siddeley Aviation. It is expected to provide work for some 3,000 workers upwards of six years.

HP business at heaviest since 1966

BY DAVID WALKER

THE FIRST full month after the July 19 mini-budget saw the heaviest level of hire-purchase business for several years, according to August figures released yesterday by the Department of Trade and Industry.

At £206m, the seasonally adjusted figure for new instalment credit by both retailers and finance houses is the best at least since 1966, when the basis achieved a 15 per cent. advance.

At the end of the month the total debt outstanding to both retailers and finance houses was £14.5bn, which is 12m. more than at the end of July and 11 per cent. higher than a year earlier.

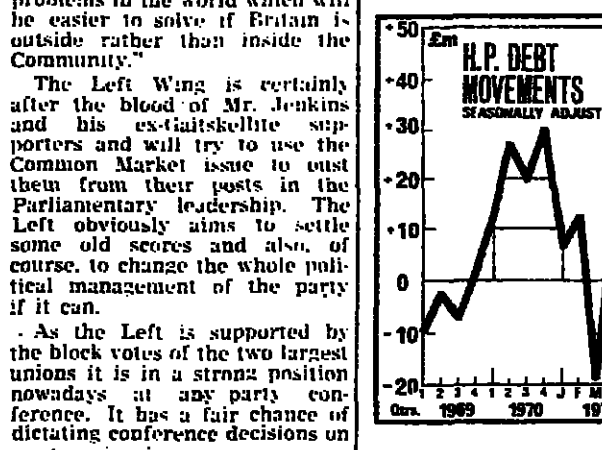
As was expected, the mini-Budget has had less effect on the overall volume of retail business.

For August the seasonally adjusted DTI index stands at 101.1 (1966=100) compared with 105 in July and an average of only 101.1 for the first six months of the year. August was the third month in succession to show a rise.

Durable goods stores, whose sales have been going up at an accelerating pace since April, reflecting the greatly increased demand for television sets, and soon accounted for most of that advance.

Food shops experienced a slight rise after the fall in July, but clothing and footwear sales were well down on the previous month.

Clothing sales are expected to show a further fall for last month, thanks largely to the unseasonably warm weather which hit winter fashions. That was "the one fly in the ointment," Selfridges commented. Elsewhere, the company stated, trade was "very lively." Christmas items had already started doing well.



For collating the Government figures changed. The July total itself a peak for the year fell then, was £50m. lower.

The volume of retail sales in August was also a record for the year, equalling the level reached last October which, in turn, had been the highest for at least 18 months.

The figures, combined with reports from leading retailers yesterday, make it clear that the boost to consumer demand expected to materialise this autumn is now well under way.

Overall levels of trade have clearly made a significant recovery from the sluggish pattern of the first part of the year following the lower purchase rate and easier hire-purchase terms which followed the Government's July measures.

Now the less it is apparent that the spending spree experienced in some areas of trade is by no means general. The great bulk of the advance is, predictably, accounted for by large capital items such as cars, refrigerators, and similar goods.

Elsewhere demand has improved but at a slower pace. Retailers are looking more to the future for September, and particularly October, for evidence of widespread general increases in spending.

On the hire-purchase side, the larger part of the new business was done by finance houses, whose total of £106m. was £30m. more than in July and 54 per cent. higher than in August 1970. Credit extended for the purchase of new cars was 110 per cent. up on 12 months.

Car figures

British Home Stores described trade in smaller consumer durables as "just starting after a very slack period." Textiles were not doing so well, and an uplift generally had not been very noticeable.

Now the good effects on larger items should start filtering down to trade generally, with the monthly figures becoming progressively better, it stated.

Meanwhile other figures yesterday from Hire Purchase Information show that the near-record level of hire-purchase business through finance houses in new and used cars in August failed to continue last month.

Only 30,887 deals involving new cars were recorded, compared with 40,615 in July. For used cars the totals are 104,849 and 104,071 respectively.

The figures, however, take no account of other methods of vehicle purchase financing, and it seems likely that the overall fall reflects a rise in bank lending to car-buyers rather than a drop in vehicle sales.

Editorial Comment, Page 18

Key point

For the moment, the U.K. authorities appear to be persisting in their policy of restricting the upward float, even though the limit has had to be revised upwards a little. A key point is that even the IMF recommendation for the sterling/dollar rate, if combined with the Fund's recommendations for other currencies, would imply a revaluation of sterling against the weighted average of other currencies of less than 2 per cent.

ON OTHER PAGES

SKYLINE	
To-day's issue contains four pages (19-22) on Skyline.	
Appointments	28
Arts and Entertainment	3
Classified Advertisements	23
Company News	24-27
Crossword	2
Executive's World	17
Export News	6
FT Share Information	38 & 39
International Company News	26
Labour News	23 & 29
Leading Articles	2
Letters to the Editor	2
Lex and Lombard	40
Men and Matters	18
Mining News	25
Money Market	34
Overseas News	5, 7 & 9
Racing	2
Saleroom	2
SE Dealings and Statistics	36 & 37
Sport (Cricket)	6
Stock Exchange Report	35
Theatres and Cinemas	3
The Technical Page	10
To-day's Events	2
TV and Radio	30
Unions Act Series	30
Wall St. and Overseas Markets	34
World Value of the £	27

FLOATING £

£	change since Aug. 13	on par value
U.S. \$	2.489-92	+2.2
Can. \$	2.50	+2.5
Dutch f.	8.38	+0.1
Belg. fr.	117.07	+2.4
D-Mark	8.27	+1.0
Fr. franc	122.25	+1.4
Swiss fr.	9.85	+0.3

1 Convertible. 2 Commercial.

THE £ ABROAD

Country	Oct. 4	Oct. 3	Previous
New York (1940)	\$2.489-92	\$2.489-92	\$2.489-92
100 £ (1940)	100.00	100.00	100.00
100 £ (1940)	100.00	100.00	100.00

THE £ ABROAD

Country	Oct. 4	Oct. 3	Previous
New York (1940)	\$2.489-92	\$2.489-92	\$2.489-92
100 £ (1940)	100.00	100.00	100.00
100 £ (1940)	100.00	100.00	100.00

THE £ ABROAD

Country	Oct. 4	Oct. 3	Previous
New York (1940)	\$2.489-92	\$2.489-92	\$2.489-92
100 £ (1940)	100.00	100.00	100.00
100 £ (1940)	100.00	100.00	100.00

The classic drink comes in a dark green bottle with a foil top. It comes cold. It comes sparkling. And it comes expensive.

Champagne has a similar reputation.

LÖWENBRÄU

The world's most exclusive and expensive beer.

U.K. Importers: J.C. McLaughlin Ltd, 124-126 Denmark Hill, London S.E.5 Tel: 01-733 1167/8

The Financial Times Tuesday October 5 1971

Royal Court

The Front Room Boys

by B. A. YOUNG

The characters in *The Front Room Boys* are the general office staff in some Australian company described by the loyal majority as "this great organisation" and by the one dissident member as "a shabby racket." They are called, in the Sydney tradition, Thommo, Robbo, Gibbo, Presto, Jacko, Heado and Vittorio. The author's name is Alexander Buzo, which is a pretty indication of his homology with his subjects.

The play is divided into 12 scenes, one for each month of the year. The scenes may be quite long, as in June, where we get a sizeable chunk out of the annual staff revue or minute containing nothing but an impression of how vast a tiny incident—a passing fire-engine, a wordless visit from the dreaded back room—can seem against a background of soul-deestroying monotonous routine.

Only two of the front room boys have souls, Vittorio, the new Australian, and Jacko, the rebel. Vittorio gets promoted to the back room for assistant personnel officer, and Jacko gets the sack. The rest of them move like happy zombies through their meaningless lives, pursuing their simple recreations out of office hours and displaying an unaccountable but sympathetic loyalty to the senior members of the firm in them.

It is this mindless loyalty that provides Mr. Buzo with both his theme and his vestigial plot. His style is straight music-hall, but manipulated to carry more than one quality piece, come out surprisingly sharp, and the familiar routines gain an extra punch from their practical application.

There are quite startlingly good performances from the whole company, who I take to be predominantly Australian. The director is Clive Donner, and the designer, who has contrived to introduce an amazing amount of décor into a production with only two of the front room boys, is Jenni Holland. *The Front Room Boys* is being done again next Sunday. I commended for a thoroughly relaxing evening.

On Sunday Seiji Ozawa, in the first of two concerts he gives this week with the New Philharmonia (the second, on Thursday, includes his compatriot Takemitsu's November Steps) played the Fourth as the main work, only scoring intermittent points until a redeeming finale. In the first movement he was happier than the lazy, swaying second theme than with the fevers of the rest. The Andantino missed the final touch of elegance, in the scherzo, in spite of arctic whistlings from flute and piccolo during the trio, the winter air was not keen enough. The NPO brass were not playing as spotlessly as usual. But the finale, though Ozawa indulged the quieter appearances of the "birch tree" folk song that so bravely withstands so much repetition, kept its backbone and made an impact.

Could it be that the orchestra were not at their most fastidious because they had given already generously during Khachaturian's gaudy run-ups of a piano concerto? The soloist, Philippe Entremont, rampaged to splendid effect and still had lucid, perfectly formed phrasings available for the quiet bits of Ravel and Pella which are to be described now and then floating by on the flood of coarse things. Ozawa began with the *Forza del destino* overture. Here, if you can think of this merely as a good concert starter and not as the prelude to one of Verdi's grandest middle-period operas, was some sterling playing.

On Sunday Seiji Ozawa, in the first of two concerts he gives this week with the New Philharmonia (the second, on Thursday, includes his compatriot Takemitsu's November Steps) played the Fourth as the main work, only scoring intermittent points until a redeeming finale. In the first movement he was happier than the lazy, swaying second theme than with the fevers of the rest. The Andantino missed the final touch of elegance, in the scherzo, in spite of arctic whistlings from flute and piccolo during the trio, the winter air was not keen enough. The NPO brass were not playing as spotlessly as usual. But the finale, though Ozawa indulged the quieter appearances of the "birch tree" folk song that so bravely withstands so much repetition, kept its backbone and made an impact.

On Sunday Seiji Ozawa, in the first of two concerts he gives this week with the New Philharmonia (the second, on Thursday, includes his compatriot Takemitsu's November Steps) played the Fourth as the main work, only scoring intermittent points until a redeeming finale. In the first movement he was happier than the lazy, swaying second theme than with the fevers of the rest. The Andantino missed the final touch of elegance, in the scherzo, in spite of arctic whistlings from flute and piccolo during the trio, the winter air was not keen enough. The NPO brass were not playing as spotlessly as usual. But the finale, though Ozawa indulged the quieter appearances of the "birch tree" folk song that so bravely withstands so much repetition, kept its backbone and made an impact.

On Sunday Seiji Ozawa, in the first of two concerts he gives this week with the New Philharmonia (the second, on Thursday, includes his compatriot Takemitsu's November Steps) played the Fourth as the main work, only scoring intermittent points until a redeeming finale. In the first movement he was happier than the lazy, swaying second theme than with the fevers of the rest. The Andantino missed the final touch of elegance, in the scherzo, in spite of arctic whistlings from flute and piccolo during the trio, the winter air was not keen enough. The NPO brass were not playing as spotlessly as usual. But the finale, though Ozawa indulged the quieter appearances of the "birch tree" folk song that so bravely withstands so much repetition, kept its backbone and made an impact.

On Sunday Seiji Ozawa, in the first of two concerts he gives this week with the New Philharmonia (the second, on Thursday, includes his compatriot Takemitsu's November Steps) played the Fourth as the main work, only scoring intermittent points until a redeeming finale. In the first movement he was happier than the lazy, swaying second theme than with the fevers of the rest. The Andantino missed the final touch of elegance, in the scherzo, in spite of arctic whistlings from flute and piccolo during the trio, the winter air was not keen enough. The NPO brass were not playing as spotlessly as usual. But the finale, though Ozawa indulged the quieter appearances of the "birch tree" folk song that so bravely withstands so much repetition, kept its backbone and made an impact.

On Sunday Seiji Ozawa, in the first of two concerts he gives this week with the New Philharmonia (the second, on Thursday, includes his compatriot Takemitsu's November Steps) played the Fourth as the main work, only scoring intermittent points until a redeeming finale. In the first movement he was happier than the lazy, swaying second theme than with the fevers of the rest. The Andantino missed the final touch of elegance, in the scherzo, in spite of arctic whistlings from flute and piccolo during the trio, the winter air was not keen enough. The NPO brass were not playing as spotlessly as usual. But the finale, though Ozawa indulged the quieter appearances of the "birch tree" folk song that so bravely withstands so much repetition, kept its backbone and made an impact.

On Sunday Seiji Ozawa, in the first of two concerts he gives this week with the New Philharmonia (the second, on Thursday, includes his compatriot Takemitsu's November Steps) played the Fourth as the main work, only scoring intermittent points until a redeeming finale. In the first movement he was happier than the lazy, swaying second theme than with the fevers of the rest. The Andantino missed the final touch of elegance, in the scherzo, in spite of arctic whistlings from flute and piccolo during the trio, the winter air was not keen enough. The NPO brass were not playing as spotlessly as usual. But the finale, though Ozawa indulged the quieter appearances of the "birch tree" folk song that so bravely withstands so much repetition, kept its backbone and made an impact.

On Sunday Seiji Ozawa, in the first of two concerts he gives this week with the New Philharmonia (the second, on Thursday, includes his compatriot Takemitsu's November Steps) played the Fourth as the main work, only scoring intermittent points until a redeeming finale. In the first movement he was happier than the lazy, swaying second theme than with the fevers of the rest. The Andantino missed the final touch of elegance, in the scherzo, in spite of arctic whistlings from flute and piccolo during the trio, the winter air was not keen enough. The NPO brass were not playing as spotlessly as usual. But the finale, though Ozawa indulged the quieter appearances of the "birch tree" folk song that so bravely withstands so much repetition, kept its backbone and made an impact.



"Alexander and Campaspe in the studio of Apelles," by G. B. Tiepolo

Tiepolo Exhibition—1

Virtuosity of G. B. Tiepolo

by DENYS SUTTON, Editor of Apollo

It is a heartening experience for the pessimist to find that in 18th century Venice, when the great days of the Republic were nearing their end, there emerged a major and versatile artist, Giambattista Tiepolo (1696-1770) who was able to hold his own with the leading masters of the 18th century.

An excellent idea of his development, the range of his artistic activity and his technical skill may be gained from the impressive loan exhibition which is on view at the beautiful Villa Manin, the former home of Ludovico Manin, the last Doge of Venice at Passariano, some distance from Udine. It is being held until November 7. The task of assembling this show, which draws on American and European sources, must have been formidable and Dr. Aldo Rizzi deserves every congratulation for the way in which he has accomplished it. He is also the author of the two-volume catalogue which is in the form of a monograph and contains illustrations both of the works in the exhibition and of other items by Tiepolo.

The importance of the exhibition is considerable. It is well balanced and includes drawings and etchings as well as paintings from every phase of the master's career. For those who have the time it is possible to enhance the pleasure of seeing the show by inspecting Tiepolo's works in the Archbishop's Palace and the Duomo at Udine and, of course, various churches and palaces in Venice. The exhibition includes a token representation of works by Domenico and Lorenzo Tiepolo. One of the most interesting features of the exhibition is the inclusion of many works from private collections, some of which have not been seen in public for a long time, and from out-of-the-way churches. There are also several discoveries

which have not previously been shown. The origins of Tiepolo's style are fascinating. How was it that he evolved such an original manner of painting in which elegance, passion and light are so brilliantly combined? Obviously he owed much to the Baroque and to such painters as Veronese. The influence of this unusual painter may be detected in *The Rejection of Hagar* of about 1717-19 in a Milanese private collection. Nevertheless, there is already evidence in this painting of Tiepolo's own characteristics, his love of attractive female models and of rich and rare colours.

The early pictures emphasise his taste for experiment shown in his staccato bravura touches with the brush and his use of contorted movements. He was a painter with an innate theatrical temperament who was keen to compose a scene so that its most dramatic features are immediately apprehended. *The Crucifixion*, datable to 1722-23, from S. Martino at Burano, is one of the most remarkable of his early pictures, notable for its positive handling of paint, its powerful movement and, not least, its psychological insight. This is a painting that underlines that Tiepolo was not to be underestimated but yielded to his natural penchant for decoration. This aspect of his art was heightened in the early days by his appreciation of Veronese and by the stimulus provided by Pellegrini and Sebastiano Ricci. In the 1730s he showed his skill and inventiveness as a large-scale fresco painter in his decorations for the Archbishop's Palace at Udine, compositions in which religious themes are treated with fancy and pastoral charm. They announce a new departure in European art and with them Tiepolo entered upon his paramount role as the greatest decorator of his time.

Naturally the exhibition is unable to show Tiepolo as a fresco painter but it most nobly reveals his quality as a master of the sketch or the *modello*, a mastery which he shared with Rubens. It says much for his competence as an artist that he was able to work out complex compositions of immense size; he felt no lack of self-confidence in tackling such schemes as might well have been the case when the achievement of such predecessors as Tintoretto and Veronese is remembered. His great gift was a sense of scale; he knew how to relate his figures to their background and to

Albert Hall

Benny Goodman

Leading almost exactly the same British musicians with whom he toured Europe early in 1970, Benny Goodman played two concerts in England last week and again showed that his sobriquet "King of Swing" is no mere journalistic gimmick. At the Albert Hall on Saturday evening, before an almost delirious audience, he again demonstrated his mastery of control of the clarinet, with such ease allowing

for his obvious good spirits several times he indulged in uncharacteristic, unnecessary clownish antics on his instrument. An improvement over last year was his marked enthusiasm for small group work-outs of which there were several (and which were several) with the completely sympathetic rhythm section. The chill poignancy of *The Man I Love* and *Memories of You* contrasted admirably with the swinging, bustling lightness of *Sweet Georgia Brown* and *Academy*.

Goodman again gave ample solo features to his sidemen, among whom John McLeary achieved what he threatened to do last year—stop the concert with his gurgling, witty statements on trumpet and flugel horn.

Nevertheless the star of the evening was unquestionably the 62-year-old clarinetist whose confident, pure tone is still one of the most exquisite sounds to be heard in swing—or jazz—music to-day.

ROSEMARY SAY

KEVIN HENRIQUES

Hampstead Theatre Club

Women's Libby

"This is not a late night commercial for women's lib: I need all the support I can get," quips Libby Morris, swivelling round to face her audience from the depths of an armchair. She certainly meant what she said. Easy going and relaxed she entertains her audience into the early hours of the morning with song and verse, mainly about the joys of home and motherhood.

No recruit here to the ranks of the revolutionary female but Libby Morris is too experienced an actress to slink us more than a waist deep in wistful domesticity. After a bad moment of rhyming her first name with Adam's libby, she is off and away, belting out a newly discovered Cole Porter number "A Woman Cares," impersonating Edith Piaf, Bette Davis, and one of the Peanuts cartoon characters (very good, this one). Rubber-faced, she jolies us along with Don Lawson and Dennis Bowden just visible behind a net curtain to provide the music on drums and base.

This is by no means her first one-woman show and Libby Morris knows how to keep things going at this late hour, her confidences and private jokes I

Elizabeth Hall

Cherkassky

by DOMINIC GILL

An afternoon audience—and a Sunday afternoon audience in particular—is not often quickly moved to excitement. Yet there was exuberant tension in the air before Cherkassky came on to the platform for his recital on Sunday; and when he began to play, the near-capacity house was not disappointed. He was on his most confident, mercurial form, and gave an exciting programme: a crescendo of energy which started gently—shyly almost—with a Handel harpsichord suite, and swelled through Prokofiev and Chopin into a glittering finale of Liszt.

The counterpoints of Handel's third suite in D minor were picked out the line with delicate collection of bright jewels; in the Allemande Cherkassky was at his most slyly persuasive, his cutting phrases and lingering unexpectations to allow a certain colour special density or point, filling out the line with delicate rhythmic variation. He worked into the elaborate fifth-movement Air an open more elaborate work of total contrast: sharp voices speaking against languorous ones, sour against sweet, soft against hard; and then a fine dash of a concluding rondo, by doubtless little serious and

his performance of Prokofiev's seventh sonata was characteristically quirky, but extraordinarily convincing: an old warhorse rethought and reshaped on new terms, the old remembered over having heard the Seventh's first movement so clouded by pedal, so shot through with impressionist colours, so freely—and yet so cogently—knit together. Everything was held in balance,

nothing let slip: even a memory lapse in the audience, expertly recovered, was used on full, to chance dramatic advantage, an ally effective telescoping of phrase.

Chopin's B flat minor sonata, which Cherkassky played after the interval, might in any other hands have easily eclipsed, or been eclipsed by, the Liszt fantasy which followed. As it was, it emerged as a climax within a climax, an integral part (albeit the greatest part) of the concert's crescendo: a superbly controlled account of remarkable freedom, imagination and breadth. Here above all a specially keen awareness of vertical sonority—visually emphasised by the sweep of the eyes up and down the keyboard, a constant check on the fingering of the hand—Cherkassky's B flat minor sonata is, as Rakhmaninov's was, very Russian, touched with bitter-sweet melancholy; and as if to point the parallel, he gave Rakhmaninov's reverse climax to the Funeral March, and to the finale a dark and unmistakably Rakhmaninovian triplet swirl.

With Liszt's *Requiem* for Chopin, he ended the programme in grand style, skimming easily over the hurdles of one of the most difficult pieces for keyboard ever written—and lending a marvellous vocal quality of timbre to the many appearances of "L'el d'arc". Before we left, he cooled us with a voluptuous *Claire de Lune* encore, and a little Godowsky arrangement; and roused us once again with a very fast and humorous reading of Chopin's up 10 C sharp minor study.

Festival Hall

Ivan Davis

It was somehow typical of the planning which goes into orchestral concerts in London that Ivan Davis's appearance with the RPO and Edward Downes on Sunday should include not one but both Liszt planned concertos. The two do not remember over having heard the Seventh's first movement so clouded by pedal, so shot through with impressionist colours, so freely—and yet so cogently—knit together. Everything was held in balance,

The Liszt concertos were done, with an apt sense of theatre (since No. 1 is appreciably the better work), in reverse order. Apart from anything else, this gave Mr. Davis the chance to play himself in the quiet introduction of the A major before launching into all his acrobatics. Yet he hardly seems to need such indulgence. His virtuosity is so easy and unforced as to seem immune from

STEPHEN WALSH

ENTERTAINMENT GUIDE

OPERA AND BALLET

COVENT GARDEN: ROYAL OPERA. Fri. and Sat. 7.30. AIDA. Oct. 18. 15. 330. 100. Seats available. 15. 330. 100.

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COLISEUM: The Royal Opera. Tonight, Fri. & Sat. next 7.30. AIDA. Oct. 18. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

COVENT GARDEN: ROYAL BALLET. Sat. Oct. 11. 11. 15. 330. 100. Seats available except Oct. 9. (240 1000)

THEATRES

HER MAJESTY'S. 330 6605. Preview Fri. Sat. next 7.30. 10. 15. 330. 100. Seats available. 15. 330. 100.

HER MAJESTY'S. 330 6605. Preview Fri. Sat. next 7.30. 10. 15. 330. 100. Seats available. 15. 330. 100.

HER MAJESTY'S. 330 6605. Preview Fri. Sat. next 7.30. 10. 15. 330. 100. Seats available. 15. 330. 100.

HER MAJESTY'S. 330 6605. Preview Fri. Sat. next 7.30. 10. 15. 330. 100. Seats available. 15. 330. 100.

HER MAJESTY'S. 330 6605. Preview Fri. Sat. next 7.30. 10. 15. 330. 100. Seats available. 15. 330. 100.

HER MAJESTY'S. 330 6605. Preview Fri. Sat. next 7.30. 10. 15. 330. 100. Seats available. 15. 330. 100.

HER MAJESTY'S. 330 6605. Preview Fri. Sat. next 7.30. 10. 15. 330. 100. Seats available. 15. 330. 100.

HER MAJESTY'S. 330 6605. Preview Fri. Sat. next 7.30. 10. 15. 330. 100. Seats available. 15.

Farming
and Raw
MaterialsMore farm
marketing
urged

By Our Commodities Staff

BRITISH farmers should take control over their own industry before it is too late, declared Mr. Henry Plumb, president of the National Farmers' Union, at the annual luncheon of the Guild of Agricultural Journalists in London yesterday.

Mr. Plumb asked what was the mood of British farmers producing what they could not sell. He said that the industry was in a state of "anything you can dump I can dump better" spirit.

It was nonsense for British agriculture to go on preening itself about being the country's biggest single industry, when it was really the biggest collection of one-man industries, he added.

Cerro named
Peru lead
sales agent

LIMA, Oct. 4. MINERO-PERU, the Government agency responsible for the marketing of Peruvian minerals and metals, announced that Cerro Sales Corporation will act as its agent for the sale of lead resulting from a toll contract recently entered into between Cerro Sales and Cerro de Pasco.

Minero-Peru has already agreed to supply Peruvian lead concentrates to Cerro de Pasco, and the Mexican smelter will return the resulting metal. This toll agreement, involving in excess of 100,000 tons of Peruvian concentrates altogether, extends through 1975.

Cerro Sales will act as exclusive agent for the sale of this metal, except in cases involving direct sales on a Government-to-Government basis.

GRAIN LEVY

The Ministry of Agriculture said last night the prospective rate of levy on cereal grains, with the exception of wheat, will be 10p, Nov. shipment will be 13.75p, and 15p for wheat.

New round of butter
price increases for U.K.

BY ROBIN REEVES, COMMODITIES EDITOR

A GENERAL increase of 1p a pound in U.K. butter retail prices became certain yesterday as Britain's main overseas suppliers followed New Zealand's £20 rise in its bulk butter quotation to the trade to £500 a ton. The increase is expected to be felt at retail level early next week, with New Zealand moving to around 37p a pound on average.

Reasons

This new round of increases triggered by Denmark last week is the latest of half-a-dozen over the past year, arising of course out of the disappearance of surplus butter stocks. Whether it will prove to be the last of the current year remains to be seen, but several traders yesterday suggested the market may be settling down to stabilise at present levels although others were less sure.

Reasons for expecting a more stable butter market at least until the end of the year are three-fold.

First is the increasing availability of supplies from the American surplus butter stockpile. This butter is being sold freely at current price levels.

Since releases began earlier this year, the U.S. stockpile authorities have sold at least 12,500 tons, most of which has been destined for the U.K. market.

The U.S. stockpile totals some 70,000 tons, so there is still some way to go before even half the butter available has been released. And with the Americans apparently happy to palm off their surplus at unchanged prices, this could have a restraining influence on the market.

Another factor suggesting stability in the market is the higher level of stocks. According to latest figures, U.K. total stocks in mid-September totalled 45,000 tons, compared with 32,900 tons at the same time a year ago.

The third reason for expecting a period of stability is the effect of the increase on demand. Estimates of the effect on recent price increases vary from a 15 per cent drop in sales to at worst, 25 per cent in some outlets. Margarine was already denting butter sales before the price rises with the result that the new soft "butter" brands. Nevertheless, some butter market experts are arguing that prices could go still higher. It is generally agreed on both sides that the U.K. butter market remains remarkably firm, and some traders argue that the main effect of American supplies has only been to bring the price of blended butters down to more realistic levels. Demand for national brands which make up the bulk of the butter market could go unsatisfied.

The argument against taking the higher stocks figure too seriously is that they are much more firmly held than in the past. The trade will carry as large stocks as possible given the slightest chance of further price increases.

In these circumstances, forecasts that the butter market is now settling down could prove premature.

Much will depend on the forthcoming production seasons in New Zealand and Australia. Latest reports from New Zealand say the season looks like getting off to a better start than last year, but conditions are still not ideal. If anything, there is too much rain.

In Australia, output has started lower than last season.

Big stocks rise hits copper

BY JOHN EDWARDS

COPPER prices fell to new four-year lows on the London Metal Exchange yesterday, following a higher-than-expected increase in copper stocks in the LME warehouses.

It had been anticipated that the stocks, already at a peak level, would rise by a further 1,000 tons or so but in the event they were up by 2,500 tons to a new all-time record total of 123,050 metric tons.

A weak tone in the New York copper market, and fresh selling by speculators, mainly chartists, helped the down trend although there was reported to be some trade hedge buying and continued inquiry from China.

But there is some definite sign of an economic recovery in the U.S., it is felt the abundance of supplies available, emphasised by the huge stocks overhanging the London market, will continue to depress prices.

Last night cash wirebars closed 57p down at £401.25 a metric ton and could well break through the £400 a ton mark shortly for the first time since the devaluation of sterling.

Lead prices also declined to new post-devaluation lows, with cash lead ending the day 23.5p down at £90 a metric ton, wiping out all last week's short-lived gains.

Again a bigger-than-anticipated rise in warehouse stocks, up by 2,500 tons to a total of 123,050 metric tons, unsettled the market and values tumbled further on hedging against scrap intake and stop-losses triggered off by the downward move.

With little consumer buying interest and no support buying by producers there was virtually nothing to prevent the decline.

Proposals by some producers for the introduction of a fixed producer price have so far not come to anything, although the subject is understood to be still under consideration.

Minor rally

Zinc stocks fell by 550 to 29,275 tons, but a slowing down of the strong consumer demand seen last week caused prices to ease marginally.

It staged a minor rally, following a firmer tone in the Malaysian market over the weekend and a fall of LME stocks, down 82 to 4,730 tons.

It was believed that the buffer stock of the International Tin Agreement may have bought some cash tin to prevent a further decline, but the docks strike in the U.S. is threatening to bring more selling pressure in the absence of U.S. consumer demand.

Silver was marked down again to the lowest levels since May 1967. The London Bullion brokers' quotations were 0.1p lower making cash silver 55.4p an ounce and three months 56.2p.

There was a further decline to new lows in afternoon dealings. LME silver holdings fell 130,000 to 6,030,000 ounces.

Metals forum

By Our Commodities Staff

SIR RONALD PRAIN, chairman of RST International Metals and a leading authority on copper, will be the key speaker at a one-day forum reviewing the world outlook for non-ferrous metals to be held in London on October 20.

Other speakers will include John C. Duncan, president of St. Joe Minerals Corporation, and a U.S. lead-zinc producer, and Mr. L. A. Conrad, chairman of Alnor Aluminium of Norway.

The forum is the third of its kind being organised in London by the New York daily newspaper American Metal Market. Tickets, price £25, are obtainable from Brian Reidy and Associates, Knollys House, Byward Street, E.C.3.

Sugar
quota
talks
to-day

By Godfrey Brown

WITH SUGAR prices rising again after the recent fall, the executive committee of the International Sugar Organisation meets to-day to decide whether to maintain or amend the five per cent cut in export quotas that came into operation last Friday.

The cut was triggered when the International Sugar Agreement, which has been in force since 1964, was amended to allow a five per cent cut in export quotas that came into operation last Friday.

If sustained at these levels, the Agreement terms could trigger an automatic quota increase again by the middle of the month, while the reallocation of a large part of export quota shortfalls, which had to be notified by the end of September and are estimated at some 600,000-700,000 tons, could overload the market. These are the considerations that will influence the executive's decision.

Application

Our Durban correspondent reports: Former president of the All-Japan Sugar Association and president of Tokyo's Teito Refinery, Mr. M. Takechi, said here that Japan would ask the International Sugar Agreement to allow Japan to buy "considerably" more South African sugar because of its high quality.

Mr. Takechi is a member of a 26-man mission from the All-Japan Sugar Refiners Association visiting local industry as part of a South African Sugar Association.

Sugar quotas will be reviewed at the end of this year, but the agreement, ratified in 1968, is only due for revision in 1973. In 1969 Japan bought 400,000 tons of South African sugar.

SILICA DEPOSITS
IN NEW ZEALAND

By Our Own Correspondent

WELLINGTON, Oct. 4. New Zealand's Department of Scientific and Industrial Research has confirmed the presence of high quality silica sand in South Canterbury in the South Island. The deposit is on the surface of one side of a 40 acre hill and is at least 40 feet thick.

The deposit is believed to be 500 feet deep and test drilling will be carried out to verify this. Japanese companies have been showing interest in New Zealand silica deposits.

JAPANESE AGRICULTURE

Demands of affluence
expose livestock gap

BY A CORRESPONDENT

IT SOUNDS illogical for Japan, a highly industrialised country with extremely limited productive land area, to have a policy of expanding a heavily subsidised and protected agricultural industry. But a fact that tends to be overlooked is how tremendously fast growth in Japanese demand for food in recent years.

Japan has a population of 103m, and these people are increasingly affluent, rapidly acquiring a taste for Western-style foods. Per capita consumption of all livestock products has been soaring, but the figures are still low by Western world standards and show no sign of being anywhere near their peak. This growth is happening despite exorbitant retail prices.

Dramatic rise

Meat has shown the most dramatic rise. In 1961 the per capita figure (all meat, including chicken) was only 3.6 pounds per annum. By 1967 it was still only 12.5 pounds. Then it took off and by the end of the current year it will have already reached 33.5 pounds, which was the Government's original estimate for 1977.

Beef in the Tokyo shops now costs anything from £1 per pound right the way up to £2.50 per pound, having gone up in price about 25 per cent in the past 12 months.

Pork and poultry are of about equal importance, and mutton goes into the large processing trade, but all are being supplemented by non-animal protein. Production of protein from soybean and wheat was 20 per cent higher in the first three months of 1971 than during the same period last year. This goes into feeding and investment.

Last year's payment of an incentive to remove land from rice production achieved a 10 per cent acreage reduction, but this was offset by bumper yields and more surplus supplies.

The Government's latest survey is a regionalisation programme. Cattle must go to the hills and areas remote from urbanisation, they say. Well, have they?

In the dairy herd there has been a steady increase from 320,000 in 1960 to 390,000 cows in 1970 with more impressive developments in areas such as Hokkaido (the northern island). There is good genetic material (Holstein) and biological potential for further increase.

The bottleneck is feeding. There is virtually self-sufficiency for pork and the high rate of increase in sow numbers suggests that it should be possible to keep abreast of the anticipated 10 to 15 per cent per annum rise in consumption. Again, this is at the cost of imported feed and the producer has a guaranteed market. If backed, if necessary, by support buying by the Livestock Improvement Production Corporation.

dangers of relying too heavily on increased imports, has committed itself to expansion of domestic production.

Japanese agriculture does not fit into any of the standard moulds. Farms are small (on average about 2½ acres), but few if any of the farmers could be called peasants.

The necessary re-structuring and re-locating of agriculture (away from growing cornucopia) is being hampered not by poverty, but by affluence and an eye to greater affluence. This concept of a second occupation works well alongside crop production—particularly if the crop is the traditional rice—but there are practical problems when livestock are involved, and despite plans to diversify away from rice, progress is slow and is generally in the direction of vegetables (or buildings) rather than cattle.

Progress is further hampered by the relative profitability of rice. Despite a surplus of over 7m tons, the Government is still buying rice from farmers at still above world prices. The reason is mainly political with income from rice still considered to be the backbone of the national health. In turn agriculture is regarded as the buffer in supporting the overall economy of the nation—this year's recession is blamed partly on a drop in farm savings and investment.

Last year's payment of an incentive to remove land from rice production achieved a 10 per cent acreage reduction, but this was offset by bumper yields and more surplus supplies.

The Government's latest survey is a regionalisation programme. Cattle must go to the hills and areas remote from urbanisation, they say. Well, have they?

In the dairy herd there has been a steady increase from 320,000 in 1960 to 390,000 cows in 1970 with more impressive developments in areas such as Hokkaido (the northern island). There is good genetic material (Holstein) and biological potential for further increase.

The bottleneck is feeding. There is virtually self-sufficiency for pork and the high rate of increase in sow numbers suggests that it should be possible to keep abreast of the anticipated 10 to 15 per cent per annum rise in consumption. Again, this is at the cost of imported feed and the producer has a guaranteed market. If backed, if necessary, by support buying by the Livestock Improvement Production Corporation.

Poultry, as elsewhere in the world is moving smartly into the big business sphere with large units directly or indirectly financed by the major trading companies.

It looks, therefore, as if Japan could produce its livestock to meet needs—but at high cost and in the case of meat, after some years' delay. A conservative estimate puts the likely 1972 meat deficit at 4m tons to be made up by imports, mainly from Australia and New Zealand.

Beef development is beset with even greater difficulties—even smaller units and greater dependence on imported feed. Government support is geared to keeping the producer of the much coveted "Kobe" beef in business, hence the sky-high cost of this meat. Despite this, beef cow numbers to-day are lower than in 1960—due to the demand for the drought-beef animal and slaughtering of females to cash in on high prices.

There is a move to promote dairy beef from the Holstein herds and to convince housewives that this is good to eat. At the moment, however, the dairy meat fetches only half the price of the beautifully marbled Wagyu.

Sufficient pork

Japan is virtually self-sufficient for pork and the high rate of increase in sow numbers suggests that it should be possible to keep abreast of the anticipated 10 to 15 per cent per annum rise in consumption. Again, this is at the cost of imported feed and the producer has a guaranteed market. If backed, if necessary, by support buying by the Livestock Improvement Production Corporation.

Poultry, as elsewhere in the world is moving smartly into the big business sphere with large units directly or indirectly financed by the major trading companies.

It looks, therefore, as if Japan could produce its livestock to meet needs—but at high cost and in the case of meat, after some years' delay. A conservative estimate puts the likely 1972 meat deficit at 4m tons to be made up by imports, mainly from Australia and New Zealand.

Poultry, as elsewhere in the world is moving smartly into the big business sphere with large units directly or indirectly financed by the major trading companies.

It looks, therefore, as if Japan could produce its livestock to meet needs—but at high cost and in the case of meat, after some years' delay. A conservative estimate puts the likely 1972 meat deficit at 4m tons to be made up by imports, mainly from Australia and New Zealand.

Poultry, as elsewhere in the world is moving smartly into the big business sphere with large units directly or indirectly financed by the major trading companies.

It looks, therefore, as if Japan could produce its livestock to meet needs—but at high cost and in the case of meat, after some years' delay. A conservative estimate puts the likely 1972 meat deficit at 4m tons to be made up by imports, mainly from Australia and New Zealand.

COMMODITY MARKET REPORTS AND PRICES

BASE METALS

COPPER—Lost further ground in the London Metal Exchange, slightly further than expected, as use in warehouse stocks took prices lower from the outset and with hedge buying and short covering were counteracted by speculative selling. Forward metal fell to £401 in the afternoon, following the weak tone of the "S" market at its opening, before covering to £411 owing to consumer hedge buying and reported Chinese interest. Turnover 9,723 metric tons.

Heavy London and C. reported that in morning, cash wirebars traded at £401.25, 1967-68, 1968-69, 1969-70, 1970-71, 1971-72, 1972-73, 1973-74, 1974-75, 1975-76, 1976-77, 1977-78, 1978-79, 1979-80, 1980-81, 1981-82, 1982-83, 1983-84, 1984-85, 1985-86, 1986-87, 1987-88, 1988-89, 1989-90, 1990-91, 1991-92, 1992-93, 1993-94, 1994-95, 1995-96, 1996-97, 1997-98, 1998-99, 1999-00, 2000-01, 2001-02, 2002-03, 2003-04, 2004-05, 2005-06, 2006-07, 2007-08, 2008-09, 2009-10, 2010-11, 2011-12, 2012-13, 2013-14, 2014-15, 2015-16, 2016-17, 2017-18, 2018-19, 2019-20, 2020-21, 2021-22, 2022-23, 2023-24, 2024-25, 2025-26, 2026-27, 2027-28, 2028-29, 2029-30, 2030-31, 2031-32, 2032-33, 2033-34, 2034-35, 2035-36, 2036-37, 2037-38, 2038-39, 2039-40, 2040-41, 2041-42, 2042-43, 2043-44, 2044-45, 2045-46, 2046-47, 2047-48, 2048-49, 2049-50, 2050-51, 2051-52, 2052-53, 2053-54, 2054-55, 2055-56, 2056-57, 2057-58, 2058-59, 2059-60, 2060-61, 2061-62, 2062-63, 2063-64, 2064-65, 2065-66, 2066-67, 2067-68, 2068-69, 2069-70, 2070-71, 2071-72, 2072-73, 2073-74, 2074-75, 2075-76, 2076-77, 2077-78, 2078-79, 2079-80, 2080-81, 2081-82, 2082-83, 2083-84, 2084-85, 2085-86, 2086-87, 2087-88, 2088-89, 2089-90, 2090-91, 2091-92, 2092-93, 2093-94, 2094-95, 2095-96, 2096-97, 2097-98, 2098-99, 2099-00, 2100-01, 2101-02, 2102-03, 2103-04, 2104-05, 2105-06, 2106-07, 2107-08, 2108-09, 2109-10, 2110-11, 2111-12, 2112-13, 2113-14, 2114-15, 2115-16, 2116-17, 2117-18, 2118-19, 2119-20, 2120-21, 2121-22, 2122-23, 2123-24, 2124-25, 2125-26, 2126-27, 2127-28, 2128-29, 2129-30, 2130-31, 2131-32, 2132-33, 2133-34, 2134-35, 2135-36, 2136-37, 2137-38, 2138-39, 2139-40, 2140-41, 2141-42, 2142-43, 2143-44, 2144-45, 2145-46, 2146-47, 2147-48, 2148-49, 2149-50, 2150-51, 2151-52, 2152-53, 2153-54, 2154-55, 2155-56, 2156-57, 2157-58, 2158-59, 2159-60, 2160-61, 2161-62, 2162-63, 2163-64, 2164-65, 2165-66, 2166-67, 2167-68, 2168-69, 2169-70, 2170-71, 2171-72, 2172-73, 2173-74, 2174-75, 2175-76, 2176-77, 2177-78, 2178-79, 2179-80, 2180-81, 2181-82, 2182-83, 2183-84, 2184-85, 2185-86, 2186-87, 2187-88, 2188-89, 2189-90, 2190-91, 2191-92, 2192-93, 2193-94, 2194-95, 2195-96, 2196-97, 2197-98, 2198-99, 2199-00, 2200-01, 2201-02, 2202-03, 2203-04, 2204-05, 2205-06, 2206-07, 2207-08, 2208-09, 2209-10, 2210-11, 2211-12, 2212-13, 2213-14, 2214-15, 2215-16, 2216-17, 2217-18, 2218-19, 2219-20, 2220-21, 2221-22, 2222-23, 2223-24, 2224-25, 2225-26, 2226-27, 2227-28, 2228-29, 2229-30, 2230-31, 2231-32, 2232-33, 2233-34, 2234-35, 2235-36, 2236-37, 2237-38, 2238-39, 2239-40, 2240-41, 2241-42, 2242-43, 2243-44, 2244-45, 2245-46, 2246-47, 2247-48, 2248-49, 2249-50, 2250-51, 2251-52, 2252-53, 2253-54, 2254-55, 2255-56, 2256-57, 2257-58, 2258-59, 2259-60, 2260-61, 2261-62, 2262-63, 2263-64, 2264-65, 2265-66, 2266-67, 2267-68, 2268-69, 2269-70, 2270-71, 2271-72, 2272-73, 2273-74, 2274-75, 2275-76, 2276-77, 2277-78, 2278-79, 2279-80, 2280-81, 2281-82, 2282-83, 2283-84, 2284-85, 2285-86, 2286-87, 2287-88, 2288-89, 2289-90, 2290-91, 2291-92, 2292-93, 2293-94, 2294-95, 2295-96, 2296-97, 2297-98, 2298-99, 2299-00, 2300-01, 2301-02, 2302-03, 2303-04, 2304-05, 2305-06, 2306-07, 2307-08, 2308-09, 2309-10, 2310-11, 2311-12, 2312-13, 2313-14, 2314-15, 2315-16, 2316-17, 2317-18, 2318-19, 2319-20, 2320-21, 2321-22, 2322-23, 2323-24, 2324-25, 2325-26, 2326-27, 2327-28, 2328-29, 2329-30, 2330-31, 2331-32, 2332-33, 2333-34, 2334-35, 2335-36, 2336-37, 2337-38, 2338-39, 2339-40, 2340-41, 2341-42, 2342-43, 2343-44, 2344-45, 2345-46, 2346-47, 2347-48, 2348-49, 2349-50, 2350-51, 2351-52, 2352-53, 2353-54, 2354-55, 2355-56, 2356-57, 2357-58, 2358-59, 2359-60, 2360-61, 2361-62, 2362-63, 2363-64, 2364-65, 2365-66, 2366-67, 2367-68, 2368-69, 2369-70, 2370-71, 2371-72, 2372-73, 2373-74, 2374-75, 2375-76, 2376-77, 2377-78, 2378-79, 2379-80, 2380-81, 2381-82, 2382-83, 2383-84, 2384-85, 2385-86, 2386-87, 2387-88, 2388-89, 2389-90, 2390-91, 2391-92, 2392-93, 2393-94, 2394-95, 2395-96, 2396-97, 2397-98, 2398-99, 2399-00, 2400-01, 2401-02, 2402-03, 2403-04, 2404-05, 2405-06, 2406-07, 2407-08, 2408-09, 2409-10, 2410-11, 2411-12, 2412-13, 2413-14, 2414-15, 2415-16, 2416-17, 2417-18, 2418-19, 2419-20, 2420-21, 2421-22, 2422-23, 2423-24, 2424-25, 2425-26, 2426-27, 2427-28, 2428-29, 2429-30, 2430-31, 2431-32, 2432-33, 2433-34, 2434-35, 2435-36, 2436-37, 2437-38, 2438-39, 2439-40, 2440-41, 2441-42, 2442-43, 2443-44, 2444-45, 2445-46, 2446-47, 2447-48, 2448-49, 2449-50, 2450-51, 2451-52, 2452-53, 2453-54, 2454-55, 2455-56, 2456-57, 2457-58, 2458-59, 2459-60, 2460-61, 2461-62, 2462-63, 2463-64, 2464-65, 2465-66, 2466-67, 2467-68, 2468-69, 2469-70, 2470-71, 2471-72, 2472-73, 2473-74, 2474-75, 2475-76, 2476-77, 2477-78, 2478-79, 2479-80, 2480-81, 2481-82, 2482-83, 2483-84, 2484-85, 2485-86, 2486-87, 2487-88, 2488-89, 2489-90, 2490-91, 2491-92, 2492-93, 2493-94, 2494-95, 2495-96, 2496-97, 2497-98, 2498-99, 2499-00, 2500-01, 2501-02, 2502-03, 2503-04, 2504-05, 2505-06, 2506-07, 2507-08, 2508-09, 2509-10, 2510-11, 2511-12, 2512-13, 2513-14, 2514-15, 2515-16, 2516-17, 2517-18, 2518-19, 2519-20, 2520-21, 2521-22, 2522-23, 2523-24, 2524-25, 2525-26, 2526-27, 2527-28, 2528-29, 2529-30, 2530-31, 2531-32, 2532

American News

Rogers insists on UN seat for Taiwan

By Our Own Correspondent

UNITED NATIONS, Oct. 4. THE U.S. Secretary of State, Mr. William Rogers, said today in an address to the UN General Assembly that the U.S. wanted China to take its seat in the Assembly and assume permanent membership (with the right of veto) in the Security Council.

But a related and momentous issue was the move by a number of member states to have Taiwan expelled. Such action would expel 14m. people from UN councils. Mr. Rogers said, adding: "The path of expulsion is perilous. To open it for one would be to open it for many."

The American proposal to seat both Chinese governments would "provide representation for the people concerned by those who actually govern them," Mr. Rogers said. "But it does not divide China into two separate states."

The resolution to seat Peking at the expense of Taiwan's expulsion would "exacerbate, not harmonise, relations in Asia."

On the Middle East, Mr. Rogers called for an interim agreement to include the reopening of the Suez Canal. He said there were important strategic considerations involved in the "key point" about troop withdrawal, but the U.S. believed it should be possible to meet the concerns of both sides.

Mexico starts European export drive

By Hugh O'Shaughnessy

Latin America Correspondent

MEXICO launched a major export marketing effort in Europe yesterday with the arrival in London of a 30-strong mission headed by Sr. Julio Faesler, Director-General of the Mexican Institute of Foreign Trade.

Mexico fears grave disruption to her exports following the imposition of the 10 per cent surcharge by the U.S. which takes 70 per cent of all Mexican exports.

Speaking at a Press conference on his arrival Sr. Faesler said that Mexico expected that Washington would not only remove the surcharge quickly but also honour its commitment to institute generalised preferences for the manufactured goods of the developing countries.

The value of the peso would, he said, remain linked to that of the dollar.

Members of the mission would also be visiting Brussels to make representations to the EEC Commission about various aspects of the Common Agricultural Policy which hit Mexico's trade in fresh and tinned fruit and vegetables, meat and cereals.

While in London the mission is seeing Mr. John Davis, Minister for Trade and Industry and representatives of the Confederation of British Industries and the London Chamber of Commerce and Industry where joint ventures will be discussed.

Brighter prospects for Trans-Alaska Pipeline

By GUY DE JONQUIERES

WASHINGTON, Oct. 4.

THE SECRETARY of the Interior, Mr. Rogers Morton, build a pipeline across Canada. He injected a note of optimism into the prospects for the planned Trans-Alaska pipeline by stating that he expected to have completed his report on the environmental implications of the project by mid-December.

He told a Press conference that it would take the Administration only a few weeks after completion of the report to reach a decision on whether or not to grant construction permits for the pipeline, but he also warned that the government decision is subject to a court ruling and that proceedings could still be held up by legal difficulties.

While Mr. Morton insisted that he had not yet reached a decision on the project, the general tone of his remarks is clearly encouraging for Alyeska—the consortium of seven oil companies, including British Petroleum, which is to manage and operate the pipeline project.

Alyeska submitted its proposed design and specifications to the Department of the Interior in a voluminous 24-volume study on September 23. Mr. Morton said that the study was so unambiguously large that the time needed to analyse it had caused the completion of its own report, originally scheduled for the middle of this month.

The Secretary indicated strongly that the delay was not being change of mind by the Administration over the Alaskan project. In an interview published last week, he struck gloom into the hearts of the oil companies by suggesting that he was looking with renewed

resolved. "We are convinced that it is now a question of tidying up the project descriptions, requesting more information from Alyeska and of making amendments to bring it into line completely with our stipulations," he said.

He said that permits for construction will be granted for specific sectors of the pipeline over a period of time, and not all at once. There will also be Government inspectors on hand, both during and after construction, to check on the environmental effect of the pipeline. In a gesture to calm the objections of environmentalists, Mr. Morton also said that if construction goes ahead, the Administration will have the authority to halt it at any moment if it is not being carried out according to Government requirements.

PRAIRIE PROVINCES \$C200M. PLAN

By Our Own Correspondent

TORONTO, Oct. 4.

Imperial Oil has announced plans to spend \$C200m. over the next three years on a new petroleum-product supply system to serve Canada's three prairie provinces, Manitoba, Saskatchewan and Alberta.

The major part of the programme will be construction of a 140,000-barrel-a-day refining complex at Edmonton, which will be capable of supplying all of Imperial's requirements in the three provinces. A pipeline system will link the new plant with product terminals at Calgary, Regina and Winnipeg.

Connally wants fiscal talks

By PAUL LEWIS, U.S. EDITOR

WASHINGTON, Oct. 4.

A NEW drive at the international level to iron out fiscal distortions to trade was called for today by the U.S. Treasury Secretary, Mr. John Connally. He was giving the inaugural address to the 25th Annual Conference of the International Fiscal Association at George Washington University here.

Mr. Connally suggested the creation of an international secretariat which would examine and propose ways of resolving some of the problems caused for trade and capital movements by differences in fiscal policy between one country and another.

He singled out two such practices, in particular: Border tax adjustments under which manufacturers are rebated local taxes on export orders and compensatory duties are imposed on foreign products entering the country. Investment incentives for companies which then proceed to export most of their product to other countries are particularly attractive terms.

Mr. Connally also said that a broad agreement on "fiscal norms" would help to counteract international tax evasion.

Distortions

The importance of the Treasury Secretary's remarks is that they show the U.S. feels itself discriminated against in the trade and capital movements field by the fiscal policies of other countries. Coming only a few days after he told the annual IMF meeting here that the U.S. wanted to negotiate a new and fairer economic order, they also suggest that fiscal

questions will figure prominently among its detailed demands.

In the past successive U.S. administrations have never disguised their belief that the border tax practices of the Common Market countries in particular discriminated in favour of their own exporters and against foreign goods. The distortions that regional development incentives can have on trade as well as some of the activities of the inter-

national companies are also a subject of growing concern.

As regards private tax evasion, the U.S. has been concentrating its attention recently on Switzerland. Although the Swiss finally made a number of concessions to the U.S. in this field, they primarily concern funds obtained by criminal means and do not yet constitute a sizeable breach in the country's legendary tradition of banking secrecy.

Financial problems for U.S. rail authority

By NICHOLAS COLCHESTER

NEW YORK, Oct. 4.

THE JUSTIFICATION of claims made by the big railway companies of the U.S. that they are losing a lot of money carrying passengers has been starkly brought home to the Government. After five months of operation, Amtrak, the Government sponsored company which took over the passenger service, is making losses hand over fist.

The company is not yet ready to come out with some figures but it seems that its operating deficit is running at the rate of perhaps \$150m. a year. The feeling is that it will be shortly turning to Congress for a cash infusion of up to \$300m.

Amtrak was set up last year and went into operation this spring. It was initially provided with \$40m. of Government funds

and a Federal loan guarantee to cover further borrowing up to \$100m. In addition, the railway companies are paying almost \$200m. into the company to compensate it for taking the load of losses off their shoulders. The trouble is that this money trickles in rather slowly.

If and when Amtrak does turn to Congress for more money, the request is bound to result in some angry mutterings. At the time when Amtrak was about to start its operations voices were heard on Capitol Hill maintaining the whole programme was under-financed. At that time its organisers were adamant that they would not need additional funds. Now they are said to be discussing a request for enough money to cover the first two years' losses.

CANADIAN AIRCRAFT INDUSTRY

In need of rationalisation

By JAMES SCOTT, TORONTO CORRESPONDENT

CANADA's aircraft industry, which was soaring high only three or four years ago on U.S. defence orders and the prospect of capturing the international market for short-takeoff-and-landing (STOL) aircraft, is now a nosedive that may lead to a virtual destruction unless rationalisation plans being considered by the federal Government and the companies concerned materialise soon.

Defence sales have slumped, expected demand for the STOL aircraft has not developed, and the parent companies of the two concerns in the field have withdrawn their financial support from the projects. As a result, employment in the industry has fallen drastically, and further widespread layoffs have been announced to take effect through the balance of this year. A survey by the Air Industries Association of Canada shows that, based on orders now on hand, employment in the aerospace industry in Canada will be down to about 15,000 next year, compared with about 48,000 only four years ago.

The situation was saved from further deterioration by the U.S. decision to back a \$250m. loan to Lockheed to keep the TriStar L-1011 programme afloat. About \$65m. worth of sub-contracts on the L-1011 are spread through the Canadian industry and their loss would have badly hurt a number of companies. But the effect the U.S. surcharge will have on employment in the industry has yet to be determined. The surcharge will not apply to defence export orders, but will be levied against orders for the civil aircraft sector, and this could be disastrous.

The Canadian Government, which has been giving substantial financial support to the STOL projects, is being besieged by the aerospace industry to take a hand and continue its financial assistance beyond the expiry date scheduled for the end of this

year. But the Government appears reluctant. The Transport Minister, Mr. Donald Jamieson, not long ago said that in supporting the development of STOL aircraft, the Government had to contend with foreign parent companies that "don't give a hoot" about the development.

The recent White Paper on National Defence was expected to contain some encouragement for the industry, but this failed to develop. The industry had hoped that the White Paper would offer support for a new maritime patrol aircraft to replace the ageing Argus fleet that watches over the Atlantic and Arctic approaches to Canada.

But there was no word about the future of the Argus, although the aircraft will reach the end of its effective life in the next couple of years. The industry wanted the Government to use the lure of big defence orders for a replacement to cajole one of the foreign parent companies, whose subsidiaries are in STOL aircraft into putting up more money.

Consortium

The two companies in the STOL field are de Havilland Aircraft of Canada, a subsidiary of the Hawker Siddeley of Britain, and Canadair, a subsidiary of General Dynamics of the U.S. They are studying several possible ways of rationalising their operations. de Havilland will continue to receive from the federal Government 40 per cent of the cost of keeping its STOL programme alive until December. A decision must be made at least a couple of months before then on what to do next.

Meanwhile, the federal Government is pushing the idea of having two foreign aircraft makers and Canadian financial interests buy de Havilland from its British parent. The consortium would include Boeing of the U.S., Dassault-Breguet of France and Brascan, the Canadian group with large utility holdings in Brazil and substantial investment interests in Canada and the U.S. Control of the new aircraft would rest in Canada.

De Havilland's technical capability would be supplemented by Boeing and Dassault, and Brascan and the federal Government would provide the money. Earlier plans to merge de Havilland and Canadair have been dropped to all intents and purposes.

De Havilland and Canadair have STOL planes in various stages of development. De Havilland has completed the design of a 48-passenger transport it calls the DHC-7, an offshoot of its military Buffalo transport. It estimates that the first deliveries could begin in 1974 if sufficient orders are received.

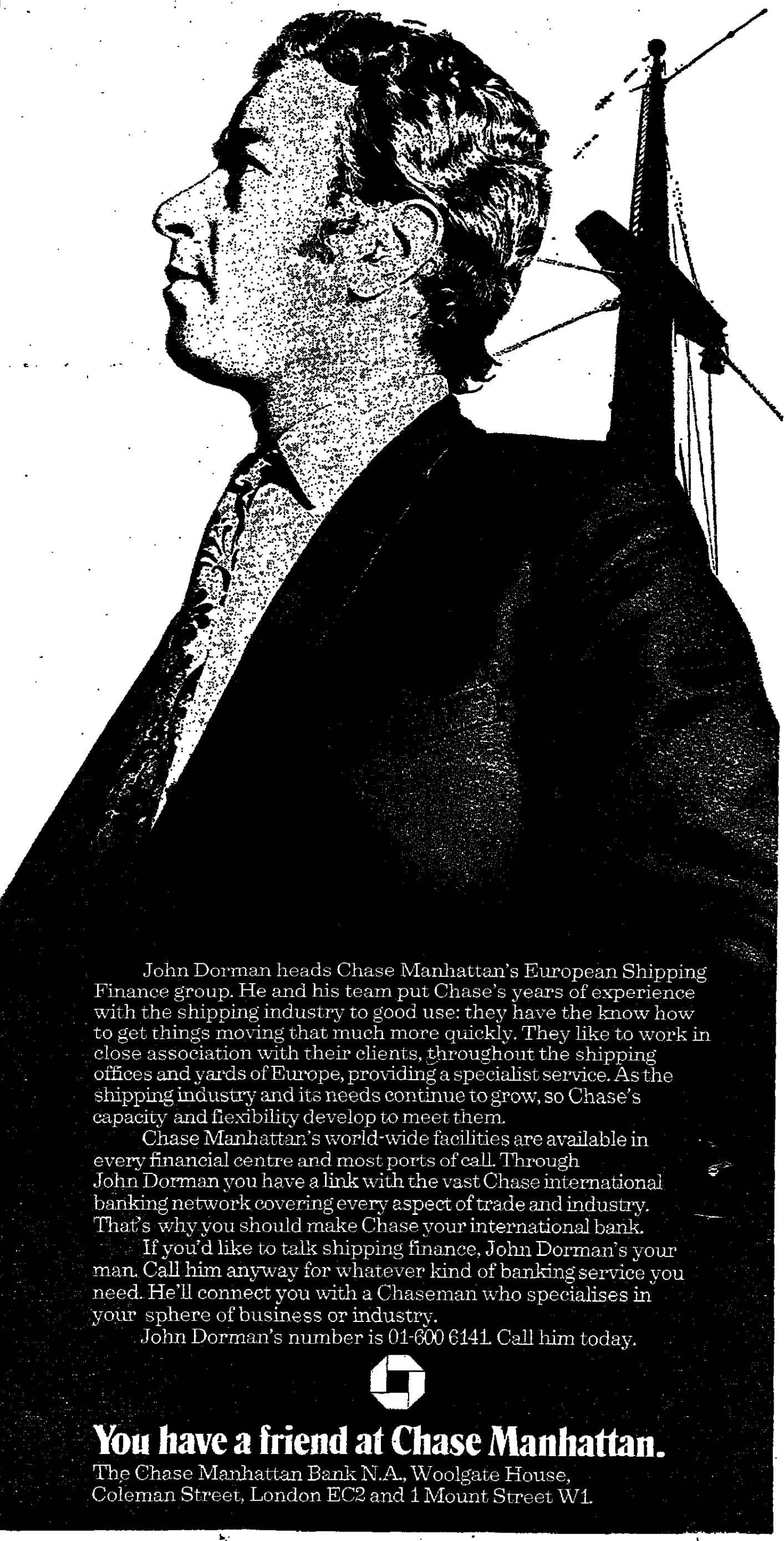
Canadair has a prototype model of its C1-246 aircraft, a 70-passenger, tilt-wing, civil transport that can fly up, down, backward, forward or sideways.

The Department of Industry, Trade and Commerce in Ottawa estimates the potential market for an aircraft of either type is between 300 and 500, the majority of which would be for export. Both designs are under consideration by American Airlines, which is studying the feasibility of STOL aircraft in short-haul transportation on its routes in the U.S.

What appears to be needed to save the industry is for the various companies—parts suppliers as well as aircraft manufacturers—to agree to consolidate, share production, or in

A Chaseman knows his shipping

'Chase have been involved in shipping finance longer than most. Could be one reason why we handle it better than most'



John Dorman heads Chase Manhattan's European Shipping Finance group. He and his team put Chase's years of experience with the shipping industry to good use: they have the know how to get things moving that much more quickly. They like to work in close association with their clients, throughout the shipping offices and yards of Europe, providing a specialist service. As the shipping industry and its needs continue to grow, so Chase's capacity and flexibility develop to meet them.

Chase Manhattan's world-wide facilities are available in every financial centre and most ports of call. Through John Dorman you have a link with the vast Chase international banking network covering every aspect of trade and industry. That's why you should make Chase your international bank.

If you'd like to talk shipping finance, John Dorman's your man. Call him anyway for whatever kind of banking service you need. He'll connect you with a Chaseman who specialises in your sphere of business or industry.

John Dorman's number is 01-600 6141. Call him today.

You have a friend at Chase Manhattan.

The Chase Manhattan Bank N.A., Woolgate House, Coleman Street, London EC2 and 1 Mount Street W1.

Export News

£20m. Peru irrigation deal ready

REPRESENTATIVES of the Mitchell Construction Group have arrived in Lima to sign a £20m. contract with the Peruvian Government for construction of the first stage of an irrigation project in the Majes area of Southern Peru, it is reported.

They will sign the contract with President Juan Velasco Alvarado on Sunday, third anniversary of the coup which took the Left-wing leader to power.

The entire Majes project, including seven hydro-electric stations, will cost an estimated £180m. Part of the money is being loaned to Peru by the Inter-American Development Bank.

Millbank in Jamaica motor contract

MILLBANK TECHNICAL SERVICES (MTS) has reached agreement with the Ministry of Finance, Jamaica, for the supply of medium-term credit of more than £500,000 of vehicles and mechanical equipment for the 1971-72 Communications and Works programme. Suppliers include the Ford Motor Co., British Leyland Truck and Bus Division, and Caterpillar Tractors.

MTS has also recently reached agreement with the Sierra Leone Ports Authority to supply trailers and tractors to the value of £87,000 on similar repayment terms, the suppliers to be Vauxhall Motors and Scammell Lorries.

These agreements take the total volume of MTS business this year to £4.5m. Millbank Technical Services is a private limited company wholly-owned by the Crown Agents, established three years ago to broaden the scope of Crown Agents' services in areas of business where the requirement is for a commercial entity rather than for the traditional agency services. The company specialises in the negotiation of comprehensive contracts to bring together equipment and services under single management including the provision of credit facilities if required.

Carpet sales head for peak

BRITISH manufacturers of tufted carpet are confident that export sales in 1971 will be a record. The Tufted Carpet Manufacturers' Association has revealed that exports in the seven months ended July this year increased 8.9m. square yards—an increase of 860,000 square yards on the corresponding figure for 1970, in which year exports reached a record 11.37m. square yards.

The value of sales in the seven-month period was £7.5m. compared with £6.8m. for the same seven months of 1970. Total exports in 1970 realised £12.91m. Principal markets for British tufters in the first seven months of this year have been Switzerland (£1.23m.) and Sweden (£1.2m.).

Bush telephone

STANDARD TELEPHONES AND CABLES has supplied and installed a telephone network in Zambia which offers national subscriber trunk dialling in the Republic. The contract was worth £220,000.

The network will enable the Maama coalfield near Chama to have instant communication with its major customer, the Zambia copper mines almost 400 miles away on the copper belt around Kitwe.

THE U.S. DOCK STRIKE

Advance shipments give U.K. a breathing space

BY DAVID CURRY, EXPORTS EDITOR

THE stockpiling of British exports in the U.S. over the past two months will go far to nullify the effects of a short East Coast dock strike. If the strike lasts beyond this, air cargo can absorb some extra capacity, but this will make only a slight impact on the goods snarled up by the stoppage.

The bulk of Britain's trade with America is by sea through the East Coast ports. In 1970 only 10 per cent of U.K. exports went through the West Coast, principally Los Angeles and San Francisco (worth \$145m.).

But although sea freight accounts for some 98 per cent of the weight of British exports, it accounts for only 70 per cent of its value. The 64.8m. lbs of goods going by air cargo in 1970 were worth \$478.4m.

The major terminus ports in the U.S. for British goods are New York, Boston, Baltimore and Houston.

It is clear that British manufacturers have been shipping very heavily in the past two months to beat the strike. Chrysler reports that all anticipated demand until Christmas is now in the U.S.

Scotch imports into the U.S. in August were worth £20.5m., up 142 per cent in volume and 148 per cent in value on August last year.

However, shippers are looking at the possibility of sending goods into North America through the Canadian ports and the U.S. Great Lakes ports. However, it is not certain what the labour position is nor that the ports can cope with a sudden influx of goods. The Canadian West Coast port of Vancouver is heavily choked with ships diverted from the strike-bound American West Coast.

The heavy volume of pre-strike shipping probably explains why the air cargo carriers have so far met with very little extra demand for space.

However, they expect demand to jump if the strike lasts more than a couple of weeks. BOAC is already putting 10 extra 707 freighters on the North America run over the next two weeks. Normally it flies six a week to New York and two to Detroit and Chicago via Montreal.

The Corporation said that the change-over to winter schedules, and the advent of the Jumbos enabled it to make more capacity available for cargo carriers.

However, it insisted that regular customers would be protected. Each is being guaranteed a minimum amount of space on cargo DC8s and these are under pressure.

Mr. Maurice Calvert, sales manager of the air broker Clark Air International, said that air cargo faced a severe shortage of aircraft. "You have to send full aircraft to the U.S.," he commented. "You can't split them. That means you must fly 707s and

Mr. W. Beard, director and general manager of air cargo agents Air Wingate, said that although there had been a small rise in imports, it would be at least three weeks before the strike pushed up substantially the volume of air cargo.



Milling in three dimensions a mould for the fuselage of the A300B European Air Bus at the New Addington, Croydon, works of Plessey, which provides a specialist subcontract machining service. The company does extensive business in the supply of precision component parts using advanced techniques with the emphasis on numerical control. It produces complex components for the aerospace, nuclear, marine, fib structures, and other tool making and technically advanced industries.

BUSINESS IN BRIEF

ICL gets £1m. orders for new computer series

Orders worth £1m. for nine computers of the new 1900 series announced by ICL at the end of April have been received by ICL Sweden. Five of these are for the new version 1902A central processor and four for the 1902S.

The 1902As have been ordered by the paper and pulp industry company of Korsnas-Marmas located at Gavle (32K words of core store); the shoe-shop chain of Skofabriks AB Osearia at Orebro (18K); the construction company AB Svenska Bostader at Vallby (18K); the telephone industry concern Telefon AB LM Ericsson of Stockholm (32K); and consultants AB Teleplan of Solna (18K).

Two 24K word 1902S processors have been ordered by Kommerstiel Datatech AB, a computer service bureau of Vastra Frolunda, Gothenburg. The other 1902S models are for the City of Gavle (32K) and dairy produce firm of Nedre Norrlands Producentforening of Ostersund (32K).

With the exception of Telefon AB LM Ericsson—a completely new installation—the orders are all enhancements of existing installations.

A £50,000 order for 900 tons of mild steel reinforcing bars for a new highway project in Nepal has been received by GKN (South Wales) of Cardiff.

The steel, ordered through the Department of the Environment, will be used in the construction of river culverts and bridge abutments along the 75-mile stretch of road running west of Katmandu which is being financed jointly by the British and Nepalese Governments.

One of the first major high-

CRICKET

Diplomatically a fine side

BY TREVOR BAILEY

A SMALL Australian committee has chosen an interesting, but strangely unbalanced team to meet Australia in place of the scheduled South African Tour. Although this is officially termed a World XI, it can by no stretch of the imagination be said to resemble the best available. Nevertheless, the selected party should manage to beat what must surely be the weakest Australian side since the war, but not with the ease that it would have done, if it had been the prime objective.

On the evidence of the MCC out there last winter and Australia's last tour of South Africa, the Australian batsmen are woefully weak against genuine fast bowling and, indeed some of their players might even be termed "bouncer happy," as they so clearly showed when weaving and ducking against Lever, whose pace is best described as lively fast-medium.

In these circumstances it is rather odd to find no really quick bowlers included in the World XI, though their absence will doubtless please the Australian batsmen. It is true that Peter Pollock was distinctly hostile some years ago but he is now no more than fast-medium.

In addition to this multi-racial side is a masterpiece as it contains three West Indians, three Pakistanis, three Indians, three Englishmen (Greig has been included in this category because he has been capped by England), and two South Africans and one New Zealander. Another player, a wicketkeeper, will be added to the party. The obvious choice is Alan Knott, who is one of perhaps four Englishmen who could claim a place in a genuine place in the national side, which

makes their inclusion in a so-called World XI somewhat strange. It is also odd to have chosen Hutton and Greig, because both are basically all-rounders who bowl fast-medium, while the selection of Gifford, instead of an off-spinner, with Bedi and Sobers already in the side is even more mystifying.

The International XI, under the captaincy of Sobers, has a wealth of exciting batting, despite the absence of Boycott, who on present form must rate as the finest opener in the world. The West Indies, in addition to the captain, supply the mercurial Kanhai and the devastating Lloyd. Two young players Zahur from Pakistan and Gavaskar from India, who impressed so much this summer, are both likely to score heavily. Graeme Pollock is a proven world class performer, and though his South African compatriot, Ackerman does not come into the same exalted category, he is a very dangerous striker.

In addition to the mainline batting, there are some useful all-rounders capable of scoring runs, but the attack, without real pace and offspin, is somewhat thin in comparison. Diplomatically this multi-racial side is a masterpiece as it contains three West Indians, three Pakistanis, three Indians, three Englishmen (Greig has been included in this category because he has been capped by England), and two South Africans and one New Zealander. Another player, a wicketkeeper, will be added to the party. The obvious choice is Alan Knott, who is one of perhaps four Englishmen who could claim a place in a genuine place in the national side, which

World XI on actual merit.

Vehicle and General Tribunal of Inquiry

Difficult to test claims position says top accountant

MR. GEORGE Francis Ansell, senior partner in a City firm of chartered accountants, yesterday told the Tribunal inquiring into the collapse of the Vehicle and General Insurance Company that it was difficult to test the adequacy of the company's position for outstanding claims because it carried on a business different from almost any other.

Accepting the validity of the figures he had seen in the company's accounts he had come to the conclusion that the company's ratio and the provision for the outstanding claims were satisfactory. The figures for outstanding claims showed the company was settling claims within three to four months.

Mr. Ansell, who was the inspecting accountant in the case of the Irish American, London and Cheshire, and London and Midland Insurance Companies, had been called by the Department of Trade and Industry to give his views about V and G's estimate of solvency margin and provision for outstanding claims.

He said the ratio of claims paid to claims outstanding was very much affected by the speed of settlement and in a growth situation there was a tendency for the speed of settlement to decline.

Mr. Michael Kerr, QC, a member of the Tribunal, said it was "total nonsense" to suggest that because V & G was settling its claims at an average rate of three to four months the provision for

standing claims by the company. Mr. Ansell said it would be "extremely helpful" if it was the only way you could prove an under-estimate by its final outcome.

Called by the Tribunal, Mr. David Rae Smith, a senior partner in Deloitte's, said he had experience of auditing the accounts of insurance companies, including the Prudential, but he was giving evidence as a chartered accountant.

His approach to the evaluation of the statutory solvency margin was to look not only at the quantity but also at the quality of the surplus shown and to see how far it was represented by readily realisable assets or relatively liquid assets.

Mr. Rae Smith will continue giving evidence when the hearing begins again to-day.

Mr. Threlfall pointed out that there was a great drop in V & G's ratio from 1962 to 1963.

He asked: "If you were an outsider bringing good intelligence to bear on this problem, would not that make you consider if there really probably was a serious under-provision in the case of this company?"

Mr. Ansell replied: "It would make me inquire the reason for this differential but I don't think it would necessarily imply in itself there was under-provision in 1962 or 1963."

Mr. Threlfall asked if the only way to resolve the question was to obtain a run-off of the out-

HOME CONTRACTS £1.2m. NCB work

W. J. Simms Sons and Cooke has been awarded a contract worth £1.2m. for the recovery of open cast coal by the National Coal Board open cast executive. The site, which is at Wrang Farm, Sutton Lane, near Staveley, Chesterfield, is expected to yield about 420,000 tons of coal. Work should be completed early in 1972.

Birlec is to supply an electric furnace installation costing £100,000 for the British Steel Corporation's works at Staveley.

Hy-Mac has won an order from Tilbury Plant for 17 hydraulic crawler excavators costing £170,000.

Peak Park Board lists six main worries

SIX MAIN worries of the Peak Park Planning Board were listed in its evidence yesterday to the Sandford Committee on the future of national parks.

Mineral development in the Peak National Park had been greater than expected and its traffic caused problems on minor roads. Its increasing scale was difficult to reconcile with the landscape, the evidence said. Traffic for quarrying used roads totally unsuited to the size and weight of vehicles and caused complaints from towns and villages.

Water demands created further problems. There were already 55 reservoirs in the Peak district and in the last 18 months 70 further had been considered. The Board believed the time had come to halt random prospecting for new sources of supply on a local basis.

Transportation was a third area of concern. Long-distance traffic should generally go around the National Park rather than through it; and other traffic, needed sorting. Increasing recreational pressure was the fourth.

Ensuring a better understanding of the National Park was a fifth area of concern of the Board. Finally, "and most basic," was conservation. It was essential to create conditions in which the unique, natural landscape could prosper.

A spokesman said the evidence stresses the need for a new type of National Park plan which will contain positive management and investment ideas for reconciling recreation and conservation.

Bayer ending highly chlorinated PCB chemical sales

BY JOHN TRAFFORD

FOLLOWING PRESSURE from the West German Ministry of Health, Bayer has decided to stop marketing highly chlorinated PCBs, chemicals widely used as plasticisers in plastic films and paints, by the end of the year anywhere in the world.

Monsanto, the only producer in the U.K. and the U.S., stopped selling the products in both countries recently because of the possibility that the chemicals might be poisonous. The company imposed a voluntary ban in the U.K. last March and ended production at its plant at Newport, Monmouthshire.

Sales of the less highly chlorinated PCBs, used as transformer and hydraulic system fluids, is continuing in the U.K. and elsewhere, since these applications are controllable and there is little danger that the chemicals will escape into the outside environment.

As soon as Bayer stops sales of the highly chlorinated products in Germany, Monsanto is expected to follow suit.

The German Health Ministry's investigations have shown that what in many cases was first thought to be DDT was in fact PCBs. In Germany DDT is banned—although its use is allowed for a few purposes—and the EEC Commission is understood to be about to ask other member-states to do likewise.

No scientific information is available to prove the extent of the toxicity of PCBs, known chemically as polychlorinated biphenyls, but it is generally accepted that they are present in living organisms and that they accumulate in the fatty cells. The trouble in the U.K. started in December, 1969, when the tissues of a number of birds found dead in the Irish Sea were shown to

contain accumulations of PCBs. Bayer is trying to find a substitute for the lower chlorinated PCBs used in closed systems, and the West German Health Ministry is pressing for rapid results.

Companies sue Customs over patent

TWO pharmaceutical companies are suing the Commissioners of Customs and Excise for aiding and abetting the alleged infringement of the patent for Furazolidone. A High Court judge was told yesterday.

Mr. Anthony Walton, QC, told Mr. Justice Grahame that Norwich Pharmacal Company, of New York, and Smith Kline French Laboratories, of Welwyn Garden City, owners of the patent, had a substantive action against the Crown.

The Commissioners published statistical returns which, the companies claimed, showed that someone was importing Furazolidone, which was an infringement of their patent. The companies asked the Crown for information about the importers but the Crown would not provide the identifying documents.

In the action there was a summons for inspection of documents and the companies were now asked for a date to be fixed for an interlocutory summons to argue the question of discovery in the action. The judge fixed the date, which was agreed, at November 29 for the hearing of the interlocutory summons.

Judgment against Pergamon

Pergamon Press agreed in the High Court yesterday to judgment being entered against them in an action for breach of contract brought by the Institute of Supervisory Management.

Mr. B. Holroyd Pearce, QC, for the Institute, told Mr. Justice Melford Stevenson that it was now agreed by both sides that there should be judgment for the Institute, with costs.

The judge directed that damages in the action should be assessed by the Official Receiver.

LEGAL OFFICERS HERE ON COURSE

Legal officers from 17 developing countries are taking part in a five-months course for Government legal officers from overseas which opened in London yesterday.

The course has been arranged by the Overseas Development Administration, with the assistance of the British Council. It is designed to meet the increasing demand from overseas governments for legal staff in legislative and treaty drafting and international law.

STOCKS AND SHARES

To those possessing a portfolio of quoted securities, advances of £10,000 upwards can be arranged at reasonable rates of interest.

Investment Property Required
Offices—Shops—Blocks of Flats—etc.
Quick Decisions

Finance Arranged for
Sound Business Propositions

To those entitled under
WILLS, ANNUITIES, LEGACIES,
MARRIAGE SETTLEMENTS, ETC.

ADVANCES ARRANGED
From 9% p.a.
Sales negotiated

GLAZIER & SONS

Props: Glazier & Sons Limited.
Established 1760.

AUCTIONEERS & ESTATE AGENTS
FINANCIAL CONSULTANTS

48 Mount St. London, W.1

Telephone: 01-629 3159/4145
PLEASE KEEP FOR FUTURE REFERENCE

ITALY IS OUR BUSINESS
For the first time comprehensive, timely details on all areas of Italian business and the economy are available in a single publication in English.
THE GALLING REPORT ON ITALY
now in its sixth year, brings you latest news on all sectors each month as it happens.
It is a complete, complete, designed to save time for the busy executive.
Write today for a free sample.
Annual Subscription: Italy, 31,000 lire; Foreign (Air Mail), 562,000.
Via del Tre Grillo, 6
00197 Rome, Italy.

All of these securities having been sold, this announcement appears as a matter of record only.

October 5, 1971

331,107 Shares

The Dorsey Corporation

Common Stock

(\$50 Par Value)

Hallgarten & Co.

Bayerische Hypotheken- und Wechsel-Bank

EuroPartners Securities Corporation

Robert Fleming
Incorporated

Hambros Bank
Limited

Kleinwort, Benson
Incorporated

Pierson, Heldring & Pierson

Vereinsbank in Hamburg

I. D. Herstatt KGaA

Westbank AG

European
NewsSix plan
protest
to U.S.By Reginald Dale, Common
Market Correspondent

BRUSSELS, October 4. THE EEC Commission is to protest to the U.S. on behalf of the Six against two elements of President Nixon's economic measures that have so far received less publicity than the 10 per cent. import surcharge. The measures concerned are the Job Development Tax credit system and the proposed Domestic and International Sales Corporation Scheme.

Neither of the measures has yet been adopted by Congress, but it is feared in Brussels that Congressional approval for the job development tax credit system may now be imminent. Although it remains the Community's view that the import surcharge is the most harmful of the U.S. measures, it does not want to allow the other measures to slip through Congress unchallenged.

Not only does the Community believe that the two measures in question are counter to the rules of GATT, but it also has grave anxieties about their cumulative effect on trade when added to the impact of the surcharge and exchange rate movements.

Professor Ralf Dahrendorf, Commissioner responsible for external trade, has estimated that the combined effect of the appreciation of Community currencies against the dollar, the surcharge and the job development tax credit scheme could penalise Community goods by at least 25 per cent. on the U.S. market. Particularly hit would be capital goods, which are a major item in Community exports to the U.S.

The Commission took the initiative in organising the new protest at a committee meeting in Brussels last week. Despite initial differences of view among the Six about the strength of the protest's wording, it has now been agreed that the move must be made. Germany, in particular, was originally anxious that the Community protest should not be couched in too tough language.

NATO ministers meet to
plan for troop cut talks

BY REGINALD DALE

BRUSSELS, Oct. 4.

NATO Deputy Foreign Ministers held a special meeting here tomorrow to plan the next step towards the negotiation of balanced force reductions in Europe with the Warsaw Pact States. The Ministers are expected to appoint Signor Manlio Brosio, just retired as secretary-general of the Alliance, to lead an exploratory mission round East Bloc capitals in the coming weeks.

One of the main tasks of the Ministers at their two-day meeting will be to work out an exact mandate for Signor Brosio's mission. He will on no account be authorised to negotiate on behalf of the Alliance, but the planned timing and itinerary for his visit will have to be worked out, and he has to be given guidance on how far he can disclose details of NATO's position at this stage.

Signor Brosio is expected to report back well in time for the results of his trip to be discussed at the annual Ministerial meeting of the Alliance here in December. As the allies will want to examine his report in advance of the December meeting, Signor Brosio is clearly going to be somewhat pressed for time.

Meanwhile the Allies themselves remain divided over the urgency of the need for the so-called Mutual and Balanced Force Reductions (MBFR), which have long been urged by the U.S. Britain is being noticeably cool towards the whole idea, principally on the grounds that force reduction is likely to weaken the strength of NATO forces more than those of the Warsaw Pact.

Acceleration in cooling
of German economy

BY CHRISTOPHER LORENZ

BONN, Oct. 4.

PRESSURE for an easing of West German credit restrictions is expected to grow following August's report that the economy's cooling off period is continuing.

To some extent the latest order figures suggest that the process is accelerating. The capital goods industry, which experienced a sizable upturn in foreign orders in July, reported a five per cent. fall in August. Both these comparisons are with a year before. Moreover, the July-August, 1971 downturn in the total inflow of orders was considerably above the seasonal average, having been only slightly above it between June and July.

On the other hand orders to industry in August were running only one percentage point behind deliveries, having been two points behind in July. Another contradictory indication was given by orders to the consumer goods industry, which were 11 per cent. higher than a year before, compared with a rise of only six per cent. in July.

In view of the fact that in July foreign orders were coming in more strongly than domestic ones, the Economics Ministry is taking the line that the sudden fall in capital goods orders from

abroad was an immediate reaction to the Nixon speech on August 15, and that it is too early to tell whether the reaction will be sustained.

Industrial production in August was also down more than is usual in that month, but here matters are complicated by the fact that many workers switched their holidays from July to August this year. This is partly a result of company policy.

Speculation that the Bundesbank will cut the discount rate at its meeting next week has been strengthened by a statement from Professor Schiller, the Economics and Finance Minister, that the bank will "definitely do something soon, if necessary." Some days ago the bank's president, Dr. Karl Klasen, hinted that the time for a cut was no longer far off.

Meanwhile the Cabinet is expected to give final approval shortly to the plans for a minimum-reserve-type requirement for German-based companies borrowing abroad. The plans, which foresee the deposit with the Bundesbank of the equivalent of up to 50 per cent. of any non-commercial credit raised abroad, were first announced in July. Last week Professor Schiller said in Washington that they would be realised shortly.

DR. RAINER BARZEL was tonight elected chairman of the Christian Democratic Union (CDU), West Germany's major opposition party. His election places him in an excellent position to receive the party's nomination later this year to run against Willy Brandt as Chancellor in the 1973 elections.

Dr. Barzel, 47, is the CDU parliamentary floor leader in the Bundestag (Lower House). He received an overwhelming majority of the votes, defeating Herr Helmut Kohl, 41, the Premier of Rhineland Palatinate State, by 344-174. Unlike Dr. Barzel, Herr Kohl is not a candidate for Chancellor. Had he been elected, the leading candidate for Chancellor would have been Dr. Gerhard Schroeder, 60, his chief supporter.

Dr. Barzel replaces ex-Chancellor Kurt Georg Kiesinger as party leader. Dr. Kiesinger, since his defeat in 1969, has played a fairly inactive role in the party.

DR. RAINER BARZEL was tonight elected chairman of the Christian Democratic Union (CDU), West Germany's major opposition party. His election places him in an excellent position to receive the party's nomination later this year to run against Willy Brandt as Chancellor in the 1973 elections.

Dr. Barzel, 47, is the CDU parliamentary floor leader in the Bundestag (Lower House). He received an overwhelming majority of the votes, defeating Herr Helmut Kohl, 41, the Premier of Rhineland Palatinate State, by 344-174. Unlike Dr. Barzel, Herr Kohl is not a candidate for Chancellor. Had he been elected, the leading candidate for Chancellor would have been Dr. Gerhard Schroeder, 60, his chief supporter.

Dr. Barzel replaces ex-Chancellor Kurt Georg Kiesinger as party leader. Dr. Kiesinger, since his defeat in 1969, has played a fairly inactive role in the party.

DR. RAINER BARZEL was tonight elected chairman of the Christian Democratic Union (CDU), West Germany's major opposition party. His election places him in an excellent position to receive the party's nomination later this year to run against Willy Brandt as Chancellor in the 1973 elections.

Dr. Barzel, 47, is the CDU parliamentary floor leader in the Bundestag (Lower House). He received an overwhelming majority of the votes, defeating Herr Helmut Kohl, 41, the Premier of Rhineland Palatinate State, by 344-174. Unlike Dr. Barzel, Herr Kohl is not a candidate for Chancellor. Had he been elected, the leading candidate for Chancellor would have been Dr. Gerhard Schroeder, 60, his chief supporter.

Dr. Barzel replaces ex-Chancellor Kurt Georg Kiesinger as party leader. Dr. Kiesinger, since his defeat in 1969, has played a fairly inactive role in the party.

DR. RAINER BARZEL was tonight elected chairman of the Christian Democratic Union (CDU), West Germany's major opposition party. His election places him in an excellent position to receive the party's nomination later this year to run against Willy Brandt as Chancellor in the 1973 elections.

Dr. Barzel, 47, is the CDU parliamentary floor leader in the Bundestag (Lower House). He received an overwhelming majority of the votes, defeating Herr Helmut Kohl, 41, the Premier of Rhineland Palatinate State, by 344-174. Unlike Dr. Barzel, Herr Kohl is not a candidate for Chancellor. Had he been elected, the leading candidate for Chancellor would have been Dr. Gerhard Schroeder, 60, his chief supporter.

Dr. Barzel replaces ex-Chancellor Kurt Georg Kiesinger as party leader. Dr. Kiesinger, since his defeat in 1969, has played a fairly inactive role in the party.

DR. RAINER BARZEL was tonight elected chairman of the Christian Democratic Union (CDU), West Germany's major opposition party. His election places him in an excellent position to receive the party's nomination later this year to run against Willy Brandt as Chancellor in the 1973 elections.

Dr. Barzel, 47, is the CDU parliamentary floor leader in the Bundestag (Lower House). He received an overwhelming majority of the votes, defeating Herr Helmut Kohl, 41, the Premier of Rhineland Palatinate State, by 344-174. Unlike Dr. Barzel, Herr Kohl is not a candidate for Chancellor. Had he been elected, the leading candidate for Chancellor would have been Dr. Gerhard Schroeder, 60, his chief supporter.

Dr. Barzel replaces ex-Chancellor Kurt Georg Kiesinger as party leader. Dr. Kiesinger, since his defeat in 1969, has played a fairly inactive role in the party.

DR. RAINER BARZEL was tonight elected chairman of the Christian Democratic Union (CDU), West Germany's major opposition party. His election places him in an excellent position to receive the party's nomination later this year to run against Willy Brandt as Chancellor in the 1973 elections.

Dr. Barzel, 47, is the CDU parliamentary floor leader in the Bundestag (Lower House). He received an overwhelming majority of the votes, defeating Herr Helmut Kohl, 41, the Premier of Rhineland Palatinate State, by 344-174. Unlike Dr. Barzel, Herr Kohl is not a candidate for Chancellor. Had he been elected, the leading candidate for Chancellor would have been Dr. Gerhard Schroeder, 60, his chief supporter.

Dr. Barzel replaces ex-Chancellor Kurt Georg Kiesinger as party leader. Dr. Kiesinger, since his defeat in 1969, has played a fairly inactive role in the party.

DR. RAINER BARZEL was tonight elected chairman of the Christian Democratic Union (CDU), West Germany's major opposition party. His election places him in an excellent position to receive the party's nomination later this year to run against Willy Brandt as Chancellor in the 1973 elections.

Dr. Barzel, 47, is the CDU parliamentary floor leader in the Bundestag (Lower House). He received an overwhelming majority of the votes, defeating Herr Helmut Kohl, 41, the Premier of Rhineland Palatinate State, by 344-174. Unlike Dr. Barzel, Herr Kohl is not a candidate for Chancellor. Had he been elected, the leading candidate for Chancellor would have been Dr. Gerhard Schroeder, 60, his chief supporter.

Dr. Barzel replaces ex-Chancellor Kurt Georg Kiesinger as party leader. Dr. Kiesinger, since his defeat in 1969, has played a fairly inactive role in the party.

DR. RAINER BARZEL was tonight elected chairman of the Christian Democratic Union (CDU), West Germany's major opposition party. His election places him in an excellent position to receive the party's nomination later this year to run against Willy Brandt as Chancellor in the 1973 elections.

Dr. Barzel, 47, is the CDU parliamentary floor leader in the Bundestag (Lower House). He received an overwhelming majority of the votes, defeating Herr Helmut Kohl, 41, the Premier of Rhineland Palatinate State, by 344-174. Unlike Dr. Barzel, Herr Kohl is not a candidate for Chancellor. Had he been elected, the leading candidate for Chancellor would have been Dr. Gerhard Schroeder, 60, his chief supporter.

Dr. Barzel replaces ex-Chancellor Kurt Georg Kiesinger as party leader. Dr. Kiesinger, since his defeat in 1969, has played a fairly inactive role in the party.

DR. RAINER BARZEL was tonight elected chairman of the Christian Democratic Union (CDU), West Germany's major opposition party. His election places him in an excellent position to receive the party's nomination later this year to run against Willy Brandt as Chancellor in the 1973 elections.

Dr. Barzel, 47, is the CDU parliamentary floor leader in the Bundestag (Lower House). He received an overwhelming majority of the votes, defeating Herr Helmut Kohl, 41, the Premier of Rhineland Palatinate State, by 344-174. Unlike Dr. Barzel, Herr Kohl is not a candidate for Chancellor. Had he been elected, the leading candidate for Chancellor would have been Dr. Gerhard Schroeder, 60, his chief supporter.

Dr. Barzel replaces ex-Chancellor Kurt Georg Kiesinger as party leader. Dr. Kiesinger, since his defeat in 1969, has played a fairly inactive role in the party.

DR. RAINER BARZEL was tonight elected chairman of the Christian Democratic Union (CDU), West Germany's major opposition party. His election places him in an excellent position to receive the party's nomination later this year to run against Willy Brandt as Chancellor in the 1973 elections.

SWITZERLAND

Manpower at a premium

BY JOHN WICKS, ZURICH CORRESPONDENT

THE SWISS economy, probably more than that of any other European country, is feeling the effects of a marked scarcity of manpower. With demand on the country's goods and services running higher than ever, the lack of new labour is a direct cause of capacity bottlenecks and an effective brake on the installation of new capacities, however desirable these may be. With a grand total of 44 "wholly unemployed" persons registered at Swiss labour exchanges at the end of June (out of a total population of just over 6m.), as against nearly 4,000 situations vacant registered with labour exchanges alone, the economy has no labour reserves at all to fall back on.

The main reasons are the Government's restrictions on foreign labour which have cut the flow of manpower into the country since 1963. The number of resident foreigners employed in Switzerland did in fact go on rising until the end of 1968, since only those with one-year residence permits were subject to the restrictions. The total of foreigners with domicile rights after having lived 10 years (or as in the case of British subjects and other foreigners five years) in Switzerland, also kept on growing. At the end of 1969 the total number of resident foreigners engaged in a job or profession had reached a record level of 602,703. But the past year, primarily as a result of new restrictions introduced in March, 1970, saw a first real stabilisation of the foreign population.

The decrease in one-year-visa foreigners exceeded the grants of new domicile visas, while a further shrinking of the overall total has been experienced

this year thanks to these regulations and a further Federal decree this April. At the end of April, 1971, the number of employed persons with one-year and domicile visas was 1.7 per cent. below that of a year before at 595,495.

The trend will doubtless continue in the foreseeable future, since only 40,000 new foreign workers are allowed entry per year under the new regulations. Even that is a maximum which is not being reached by a long chalk. This means that the natural outflow of foreign employees is very considerably higher than the influx. Furthermore, the Government has made it amply clear that it does not intend to reverse its restrictive policy here.

Seasonal

The authorities are concerned about the chance of a new anti-foreigner referendum, for which the nationalistic and neo-Luddite grouping Aktion gegen die Ueberfremdung von Volk und Heimat is now starting to collect signatures. If successful it would slash the total foreign population of the country, which stood at 1,003,000 at the end of last year, to only 500,000 by 1973. The Economics Minister, Herr Ernst Brugger, calls the restriction policy "a political necessity." The number of permanently resident foreigners will continue to grow, but the decline in new one-year entry permits may be expected to accelerate. Nor can Switzerland meet its manpower needs with seasonal workers, who are technically considered non-resident. Last year a national limit of 182,000 was set by the Government and surpassed despite mid-year Government bans on further entries of seasonal workers for

the building and catering sectors; there are no signs that this ceiling will be raised, though the tourist industry in particular would like to see this happen. The Aktion's referendum, incidentally, foresees no real reduction in seasonal workers, since it is felt that their presence is too transitory to subvert the basic Swiss values which the Aktion holds so sacred. In time, too, it seems likely that the reservoir of seasonal workers will decline as their countries of origin become more industrialised.

The same consideration applies to workers who commute daily into Switzerland and do not fall under Government restrictions. While the number of French, Italian, German and Austrian workers crossing into Switzerland has kept growing of late, companies are finding it harder to get new labour as the frontier regions of the neighbouring countries offer new jobs. Nevertheless, Swiss pay—recently enhanced by revaluation—is good, and companies like those of the Basle chemical industry manage to fill a large number of jobs with foreign residents.

Native

The foreign-labour restrictions have by no means bothered all branches of Swiss industry. Foreign workers, once in Switzerland, are freer than before to move from job to job, and employers are able to offer better pay and conditions than still find willing foreign staff. But those who can't afford to pay the best rates, are less well off; thus, the clothing industry lost 11.2 per cent. of its foreign employees and the textiles sector as much as 15.6 per cent. over the year ended April, 1970. In

creasingly, foreign labour is becoming precious enough to be anything but sweated labour.

The labour situation is aggravated considerably by the fact that there is a remarkable shortage of native Swiss labour. The birth and death rates of resident Swiss are both well down, with a resultant reduction in the share of working-age population. In the period 1961-68 the total of working persons rose by an average of 47,000 (36,000 of them foreigners) per year, while for 1968-80 an increase of no more than 13,000 (3,000 of them foreigners) is anticipated. One serious study claims that between 1965 and 2000 there will be an average annual increase in the working population of no more than 0.35 per cent., a rate under one-quarter of that for the period 1950-65; this study was published before the latest Government restrictions, and some observers feel the growth rate will be even smaller. Switzerland, therefore is faced by an acute and prolonged labour shortage, together with a constant rise in the proportion of persons in the population of non-employable age. So small are the reserves of indigenous labour already that big, sophisticated firms like Landis and Gyr are having to recruit housewives and smallholders by operating "part-time workshops" giving work to a few people at a time in modest premises situated in rural areas. Swiss industry is trying to make up for lack of labour to some extent by new investments, yet even so, the labour shortage is posing a real problem for the Swiss business world and one which is not easily solved, unless, as Minister Brugger has said bluntly, economic expansion is carried out "with moderation."

Dutch anti-smog measures

By Our Own Correspondent

THE HAGUE, Oct. 4.

AFTER repeated heavy smogs in the Rotterdam area in the past week, the Dutch authorities have decided to prepare emergency measures.

The Prime Minister, Mr. Barend Biesheuvel announced after Friday's Cabinet that the head of the newly created Ministry for Public Health and the Environment, Dr. Stout, would immediately ask three companies in the Rotterdam area to accept round-the-clock inspections and control by officials on a voluntary basis.

Until these arrangements are completed, the names of the three companies are being withheld. But it is understood that nitrogen oxide effluent is the worst offender.

Japan-Soviet oil talks

BY MICHAEL SIMMONS, EAST EUROPEAN CORRESPONDENT

JAPANESE technology is to be used by the Russians in exploiting the vast oil deposits in the Tyumen area of Western Siberia.

The scope for co-operation will be discussed in Tokyo at the end of next month at the fifth meeting of the Japan-Soviet Economic Commission.

Mr. Kiroki Imazato, chairman of the Commission's Oil Subcommittee, said in Tokyo on his return from Moscow yesterday that a joint plan to work the Tyumen deposits had already been worked out. He added, according to Reuters reports, that priority was also being given by the Russians to the joint development—with the Japanese—of oil and natural gas deposits on the Continental shelves around Sakhalin, in the Soviet Far East

and to the north of Japan.

Three months ago a consortium of Japanese companies were reported to be putting the finishing touches to a plan for the construction of a \$1,000m. oil pipeline, which would run from the Tyumen fields to the port of Nakhodka in the Sea of Japan. At this point, the crude would be pumped aboard tankers for export to Japan.

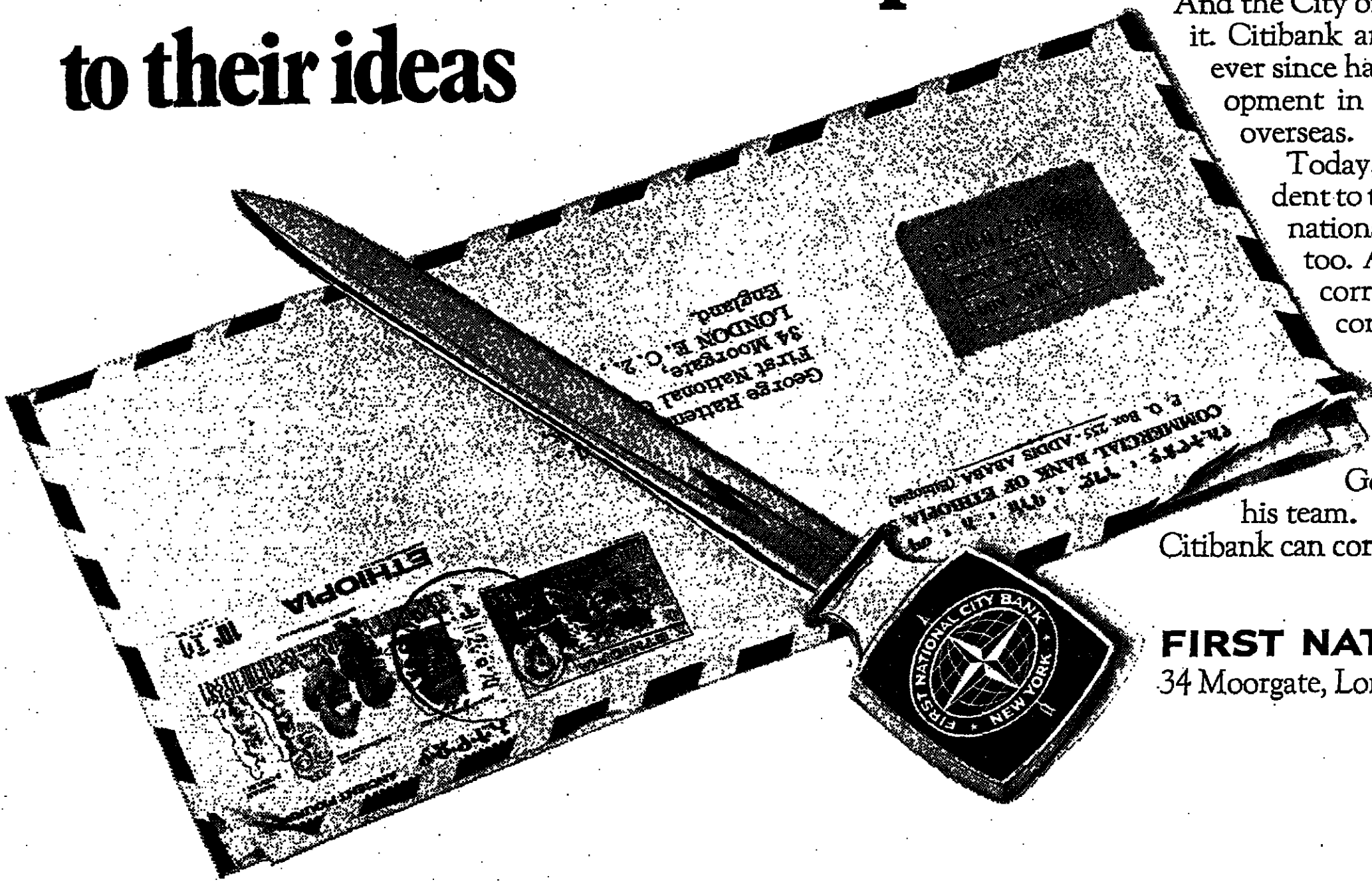
A substantial increase in Japanese-Soviet trade is planned under the terms of a five-year agreement just signed in Tokyo. It is expected that turnover will be in the region of \$350m. a year by 1975, compared with less than two-thirds of that figure at year's end last year. Replaced Britain as the Soviet Union's biggest non-Communist trading partner.

Chinese see the Concorde

TOULOUSE, Oct. 4.

China's Foreign Trade Minister, Pao Hsiang-Kuo, today praised the Anglo-French Concorde airliner but gave no indication that Peking was about to purchase any. Accompanied by French Transport Minister Jean Chamant, Mr. Pao and the eight members of the visiting Peking Government delegation toured the works of the French Aerospace company, seeing both the Concorde and the European Airbus project under construction.

He made no mention of China's apparent interest in purchasing any of the aircraft nor of the Concorde sales team currently in China to negotiate possible sales with Peking. UPI

Sometimes even bankers
need a bank that corresponds
to their ideas

In the last 70 years the whole method, geography and quantity of global trade has altered. And the City of London has changed to match it. Citibank arrived in the City in 1902, and ever since has helped foster the great development in British banking at home and overseas.

Today, we are proud to be correspondent to the banks of the world in over 80 nations. They are our correspondents, too. And we believe there's more to correspondent banking than just corresponding: its very life-blood is an exchange of new ideas, reliance and trust.

Have a talk about it sometime with Citibanker George Rattenbury and his team. Citibank can correspond to your ideas.

FIRST NATIONAL CITY BANK
34 Moorgate, London EC2R 6ED. 01-628 3211

LABOUR PARTY CONFERENCE

BRIGHTON, October 4

Dire warnings for the pro-Marketeers

BY PHILIP RAWSTORNE

THE Labour Party's five-to-one vote against the Common Market yesterday was markedly more convincing than its arguments. But at the end, the pro-Marketeers looked a distinctly lonely band—and those MPs who intend to vote for entry left the hall after hearing some dire warnings about the consequences.

"I hope there are consequences," said Mr. Jack Brook, a delegate from Cardiff to the day's loudest cheer. "Because if they go into the lobbies to support the most hard-faced bunch of freebooters since the 'coupon' men of 1918, this party will never forgive them."

Mr. James Callaghan, winding up the debate, judged the party's mood correctly to be that all members should now join hands and accept the verdict. He asked Labour MPs to "take note of where we stand as a party and act accordingly," to get the Tories out of office.

But though there was not much acrimony there were few handshakes either—or two unkind slaps, in fact, for Lord George-Brown who had the temerity to calibrate the debate with a quotation

from Mr. Callaghan's 1967 pro-Market period.

What Lord George-Brown—"ex-Belper and ex-officio"—and Mr. Michael Barnes (MP for Chiswick) were most worried about was the credibility of a future Labour Government, let alone the last.

"Our credibility has already been gravely damaged by the changes and switches in which we have engaged," said Lord George-Brown.

But though Mr. Barnes insisted that the terms were reasonable, his voice, only one of six in favour of entry to be heard yesterday, was lost amid the repetitive boredom of the anti-Market babble.

In an impoverished debate, it was the deeply felt fears about the effects of entry on the poorer regions—emotionally expressed by Mr. Gordon Oakes the newly-elected MP for Widnes—that carried most conviction on the anti-Market side.

Mr. Denis Healey, who opened the debate, took his stand on a pat of butter and argued that the price of entry was too high. Britain could not survive entry without a devaluation, a tremendous in-

crease in prices, a fall in the standard of living and unemployment on the scale of the 30s, he said. But if the price was too high for Mr. Healey, there were many more who didn't want to join this "capitalist club" on any terms. "If it is in the interests of ICI and British Leyland, it is not in the interests of the British workers"—that quote summed up quite a few speeches.

It was a belief that Mr. Callaghan shared to some extent. "The Common Market is designed more in the interests of capital than of labour," he said. And if the Conservative Government persisted in taking the country into Europe against its wishes, Labour would keep the issue open until a general election settled it.

A future Labour Government would "re-open the principles and re-negotiate the details," Mr. Callaghan warned. Especially the detail of the Common Agricultural Policy. "If everybody else is saying what a Labour Cabinet would have accepted, let me say I know damn well there are many members of a Labour Cabinet who would never have accepted that," he said.

Both sides argued with passion, knowledge and sincerity and a "total lack of personal animosity."

He said: "I hope that will be paralleled in today's debate. But the time for decision has now come."

He condemned the Government for seeking to conceal the facts about prices and for so weakening the economy and society that Britain could not hope to progress as a nation either inside or outside the Market.

Britain, he said, would lose £350m. on her balance of payments because of lost Commonwealth preferences and sharing European Free Trade Association preferences.

"If the Community is really a community and Heath is really concerned about bettering the lot of the British people, he would ensure that our subscription fee was lower than that of the existing members."

Britain was paying an infinitely higher subscription than any other member of the Community. "At the end of the day we are making a present of £300m. to President Pompidou to buy the votes of French farmers."

Mr. Callaghan said the impact which would flow from economic and monetary union would be "so breathtaking that there would inevitably arise a demand for a Federal Europe."

It is not narrow or reactionary to want to run one's own country," he said, and he said: "I don't know why it is thought that bigger is supposed to be better."

And he added: "I want us to throw our weight into the world scales, not to talk as one sub-merged voice inside a grouping. I want us to speak up for internationalism, true world trade and the true development of people."

Moving the NEC's resolution rejecting entry on the terms negotiated by the Government, Mr. Denis Healey ("shadow Foreign Secretary") said that a few months ago the Labour Party had held the greatest of debates in its history in which

said them in 1967 and I still believe that he was right."

Mr. Edward Milne (MP for Blyth) said Lord George-Brown was making the same mistakes as other pro-Marketeers when he had said Britain would be joining social democratic and trade union forces in Europe who were "willing us in."

"We would merely be joining part of Europe," said Mr. Milne. "The world at the moment were outside the Common Market. A new Europe could only be built on the basis of the 1948 Labour Party conference decision which

There was also a difficult political situation to be faced. The present Cabinet wanted to involve Labour in its policy and wanted to escape its political responsibilities by having Labour Members in its lobby.

Mr. Alec Donnet (General and Municipal Workers Union) said he had an impression of pessimistic, defeatist and negative-looking attitudes in the debate.

Entry would give members a better chance of higher material living-standards. Membership would also contribute to relief of poverty and world peace, he said. He repudiated the charge that supporting entry was assisting the Conservative Party.

Mr. Laurence Daly (National Union of Mineworkers) said his union would oppose entry. "We feel we have been asked to embrace a scheme for the creation of a capitalist superstate in Europe," he said.

Without a general election, the Labour Party was not committed and was free to negotiate to take Britain out.

Mr. Michael Barnes (MP for Brentford and Chiswick) said it was wrong that Britain should be dragged in against the wishes of the people, he said. "If this is done it will bring Parliament into further disrepute, and even democracy itself."

A motion from Liverpool, Walton, constituency party demanded withdrawal of Britain's Market application. The motion claimed that the entry cost would be paid by the British working class.

Moving the motion Mr. Don Hughes described the Government as the band leaders of the CBI who had got the best terms it could to suit his industry."

Mr. Douglas McEwan (Clackmannan and East Stirling) said the cost of entry would be matched by the benefits.

"If the NEC really believes that this is not so, it should say here and now that a future Labour Government would take us out of Europe," he said. "But I am sure it will not do this."

Mr. McEwan said there could be little doubt that the terms and conditions accepted by the present Government met the desires of Labour's application in 1967.

Mr. Eric Hammond (Electrical and Plumbing Trades Union) said that in a union referendum 66 per cent. of the 100,000 members taking part voted against entry on any terms.

Mr. Gordon Oakes, who won a recent by-election at Widnes, Lancs., maintained that the



Mikardo: Party in better form

IN HIS chairman's address, Mr. Ian Mikardo said that the party had emerged from its 1970 setback in better form than expected.

They had had a great debate about entry into the Common Market—and would be continuing that debate at the conference in "the same comradesly spirit that has prevailed so far."

It was essential, he said, for a democratic Socialist Party, which preferred reason to authority and persuasion to compulsion, to bring discussion into the open.

Mr. Mikardo also criticised the abolition of free milk in schools, rising prices of "virtually unconditional surrender" on the Common Market terms.

Socialists, he urged, must turn their backs completely on the kind of capitalist system served by the Conservative Party and its friends.

"The argument is between those who reluctantly undertake a minimum obligation to the poor and those who believe in the social services as a right to be enjoyed by everyone who needs them."

"You always have to select to some extent between needs, between spending on one thing rather than on another. You do not have to select—as the Tories do—on the basis of private greed and public meanness."

"I am not one of those who believe we can overcome the forces of modern industrialism and of the capitalist system by minor adjustment or accommodation."

Mr. Mikardo also criticised the abolition of free milk in schools, rising prices of "virtually unconditional surrender" on the Common Market terms.

Socialists, he urged, must turn their backs completely on the kind of capitalist system served by the Conservative Party and its friends.

"The argument is between those who reluctantly undertake a minimum obligation to the poor and those who believe in the social services as a right to be enjoyed by everyone who needs them."

"You always have to select to some extent between needs, between spending on one thing rather than on another. You do not have to select—as the Tories do—on the basis of private greed and public meanness."

"I am not one of those who believe we can overcome the forces of modern industrialism and of the capitalist system by minor adjustment or accommodation."

Mr. Mikardo also criticised the abolition of free milk in schools, rising prices of "virtually unconditional surrender" on the Common Market terms.

Socialists, he urged, must turn their backs completely on the kind of capitalist system served by the Conservative Party and its friends.

"The argument is between those who reluctantly undertake a minimum obligation to the poor and those who believe in the social services as a right to be enjoyed by everyone who needs them."

"You always have to select to some extent between needs, between spending on one thing rather than on another. You do not have to select—as the Tories do—on the basis of private greed and public meanness."

"I am not one of those who believe we can overcome the forces of modern industrialism and of the capitalist system by minor adjustment or accommodation."

Mr. Mikardo also criticised the abolition of free milk in schools, rising prices of "virtually unconditional surrender" on the Common Market terms.

Socialists, he urged, must turn their backs completely on the kind of capitalist system served by the Conservative Party and its friends.

"The argument is between those who reluctantly undertake a minimum obligation to the poor and those who believe in the social services as a right to be enjoyed by everyone who needs them."

"You always have to select to some extent between needs, between spending on one thing rather than on another. You do not have to select—as the Tories do—on the basis of private greed and public meanness."

"I am not one of those who believe we can overcome the forces of modern industrialism and of the capitalist system by minor adjustment or accommodation."

Mr. Mikardo also criticised the abolition of free milk in schools, rising prices of "virtually unconditional surrender" on the Common Market terms.

Socialists, he urged, must turn their backs completely on the kind of capitalist system served by the Conservative Party and its friends.

"The argument is between those who reluctantly undertake a minimum obligation to the poor and those who believe in the social services as a right to be enjoyed by everyone who needs them."

"You always have to select to some extent between needs, between spending on one thing rather than on another. You do not have to select—as the Tories do—on the basis of private greed and public meanness."

"I am not one of those who believe we can overcome the forces of modern industrialism and of the capitalist system by minor adjustment or accommodation."

Mr. Mikardo also criticised the abolition of free milk in schools, rising prices of "virtually unconditional surrender" on the Common Market terms.

Socialists, he urged, must turn their backs completely on the kind of capitalist system served by the Conservative Party and its friends.

"The argument is between those who reluctantly undertake a minimum obligation to the poor and those who believe in the social services as a right to be enjoyed by everyone who needs them."

"You always have to select to some extent between needs, between spending on one thing rather than on another. You do not have to select—as the Tories do—on the basis of private greed and public meanness."

"I am not one of those who believe we can overcome the forces of modern industrialism and of the capitalist system by minor adjustment or accommodation."

Financial

"If Heath signs the Treaty of Rome to go in on January 1973, knowing he does not carry the British people with him, then he must expect the issue to remain open and to be argued about."

Europe should know an incoming Labour Government would seek to re-open a number of matters, said Mr. Callaghan. One would be high food prices. Another would be Britain's traditional freedom to purchase food from countries outside the EEC without incurring penalty.

He would also want to re-negotiate Britain's financial contribution.

Mr. Callaghan said the impact which would flow from economic and monetary union would be "so breathtaking that there would inevitably arise a demand for a Federal Europe."

It is not narrow or reactionary to want to run one's own country," he said, and he said: "I don't know why it is thought that bigger is supposed to be better."

And he added: "I want us to throw our weight into the world scales, not to talk as one sub-merged voice inside a grouping. I want us to speak up for internationalism, true world trade and the true development of people."

Moving the NEC's resolution rejecting entry on the terms negotiated by the Government, Mr. Denis Healey ("shadow Foreign Secretary") said that a few months ago the Labour Party had held the greatest of debates in its history in which

said them in 1967 and I still believe that he was right."

Mr. Edward Milne (MP for Blyth) said Lord George-Brown was making the same mistakes as other pro-Marketeers when he had said Britain would be joining social democratic and trade union forces in Europe who were "willing us in."

"We would merely be joining part of Europe," said Mr. Milne. "The world at the moment were outside the Common Market. A new Europe could only be built on the basis of the 1948 Labour Party conference decision which

There was also a difficult political situation to be faced. The present Cabinet wanted to involve Labour in its policy and wanted to escape its political responsibilities by having Labour Members in its lobby.

Mr. Alec Donnet (General and Municipal Workers Union) said he had an impression of pessimistic, defeatist and negative-looking attitudes in the debate.

Entry would give members a better chance of higher material living-standards. Membership would also contribute to relief of poverty and world peace, he said. He repudiated the charge that supporting entry was assisting the Conservative Party.

Mr. Laurence Daly (National Union of Mineworkers) said his union would oppose entry. "We feel we have been asked to embrace a scheme for the creation of a capitalist superstate in Europe," he said.

Without a general election, the Labour Party was not committed and was free to negotiate to take Britain out.

Mr. Michael Barnes (MP for Brentford and Chiswick) said it was wrong that Britain should be dragged in against the wishes of the people, he said. "If this is done it will bring Parliament into further disrepute, and even democracy itself."

A motion from Liverpool, Walton, constituency party demanded withdrawal of Britain's Market application. The motion claimed that the entry cost would be paid by the British working class.

Moving the motion Mr. Don Hughes described the Government as the band leaders of the CBI who had got the best terms it could to suit his industry."

Mr. Douglas McEwan (Clackmannan and East Stirling) said the cost of entry would be matched by the benefits.

"If the NEC really believes that this is not so, it should say here and now that a future Labour Government would take us out of Europe," he said. "But I am sure it will not do this."

Mr. McEwan said there could be little doubt that the terms and conditions accepted by the present Government met the desires of Labour's application in 1967.

Mr. Eric Hammond (Electrical and Plumbing Trades Union) said that in a union referendum 66 per cent. of the 100,000 members taking part voted against entry on any terms.

Mr. Gordon Oakes, who won a recent by-election at Widnes, Lancs., maintained that the

Chance

"If Heath signs the Treaty of Rome to go in on January 1973, knowing he does not carry the British people with him, then he must expect the issue to remain open and to be argued about."

Europe should know an incoming Labour Government would seek to re-open a number of matters, said Mr. Callaghan. One would be high food prices. Another would be Britain's traditional freedom to purchase food from countries outside the EEC without incurring penalty.

He would also want to re-negotiate Britain's financial contribution.

Mr. Callaghan said the impact which would flow from economic and monetary union would be "so breathtaking that there would inevitably arise a demand for a Federal Europe."

It is not narrow or reactionary to want to run one's own country," he said, and he said: "I don't know why it is thought that bigger is supposed to be better."

And he added: "I want us to throw our weight into the world scales, not to talk as one sub-merged voice inside a grouping. I want us to speak up for internationalism, true world trade and the true development of people."

Moving the NEC's resolution rejecting entry on the terms negotiated by the Government, Mr. Denis Healey ("shadow Foreign Secretary") said that a few months ago the Labour Party had held the greatest of debates in its history in which

said them in 1967 and I still believe that he was right."

Mr. Edward Milne (MP for Blyth) said Lord George-Brown was making the same mistakes as other pro-Marketeers when he had said Britain would be joining social democratic and trade union forces in Europe who were "willing us in."

"We would merely be joining part of Europe," said Mr. Milne. "The world at the moment were outside the Common Market. A new Europe could only be built on the basis of the 1948 Labour Party conference decision which

There was also a difficult political situation to be faced. The present Cabinet wanted to involve Labour in its policy and wanted to escape its political responsibilities by having Labour Members in its lobby.

Mr. Alec Donnet (General and Municipal Workers Union) said he had an impression of pessimistic, defeatist and negative-looking attitudes in the debate.

Entry would give members a better chance of higher material living-standards. Membership would also contribute to relief of poverty and world peace, he said. He repudiated the charge that supporting entry was assisting the Conservative Party.

Mr. Laurence Daly (National Union of Mineworkers) said his union would oppose entry. "We feel we have been asked to embrace a scheme for the creation of a capitalist superstate in Europe," he said.

Without a general election, the Labour Party was not committed and was free to negotiate to take Britain out.

Mr. Michael Barnes (MP for Brentford and Chiswick) said it was wrong that Britain should be dragged in against the wishes of the people, he said. "If this is done it will bring Parliament into further disrepute, and even democracy itself."

A motion from Liverpool, Walton, constituency party demanded withdrawal of Britain's Market application. The motion claimed that the entry cost would be paid by the British working class.

Moving the motion Mr. Don Hughes described the Government as the band leaders of the CBI who had got the best terms it could to suit his industry."

Mr. Douglas McEwan (Clackmannan and East Stirling) said the cost of entry would be matched by the benefits.

"If the NEC really believes that this is not so, it should say here and now that a future Labour Government would take us out of Europe," he said. "But I am sure it will not do this."

Mr. McEwan said there could be little doubt that the terms and conditions accepted by the present Government met the desires of Labour's application in 1967.

Mr. Eric Hammond (Electrical and Plumbing Trades Union) said that in a union referendum 66 per cent. of the 100,000 members taking part voted against entry on any terms.

Mr. Gordon Oakes, who won a recent by-election at Widnes, Lancs., maintained that the

Top, leading pro-Marketer Roy Jenkins and Denis Healey, who introduced the NEC's anti-Market resolution, listen to the debate. Above, Lord George-Brown, who warned the conference that the party's credibility had been damaged by its changes in EEC policy.

Creation

"They want to say in the run-up to the next general election that we are all in this together. Any MP who goes into the Tory lobby on October 23 will be voting to keep a Tory Government in power."

As well as saying a united "no" to Conservative policy, they must have a declaration from the Labour leadership that if the Conservative Cabinet, without a mandate from the people, acceded to the Treaty of Rome

British Debt Services progress

Chairman of British Debt Services, Mr. John Benthall, looks forward to the continued success and growth of the company. The abolition of hire purchase terms control and the Chancellor's measures have already been reflected in the first quarter's business, and the new policy of the Bank of England as regards credit control must stimulate the volume of credit reporting business, he adds.

He reports that the demand for the company's services is continuing at a high level. The current programme includes considerable extension of services and the introduction of new services designed to meet the specific needs of the credit industry.

As reported on September 18, group pre-tax profit for 41 weeks to June 30, 1971, was £260,413 after £10,000 compensation for loss of office. The final dividend is the forecast 35 per cent. making 44 per cent. Mr. Benthall waived his dividend in respect of 1,240,000 shares. The company was made public last January.

Meeting, The Law Society, Chancery Lane, W.C., October 27, noon.

Consolidated Salak

Prices of most grades of rubber have been disappointing for some time and it is certain that current-year profit of Consolidated Salak Rubber Estates must fall, says chairman, Mr. H. B. Hussey.

The continuing strength of the sole crepe market must cushion the anticipated fall, however, and the substantial sums placed to reserve in the last two years will permit a further distribution of profits, he adds.

Mr. Hussey emphasises that the company is in "a very strong position" from which to face a period of low commodity prices.

As reported on September 7, group pre-tax profit for the year to March 31, 1971, was £362,249 (£450,271) and the dividend 20 (28) per cent.

Current-year crop forecast is 11,605,000 lbs and at the end of August it was 413,000 ahead of the proportionate estimate.

A substantial holder in the company is Lysander Investments with 1,772,000 shares of 10p at March 31. Batu Matang Rubber Plantations (1922) advises that it is a beneficial holder of 710,000 of those shares.

Meeting, 5, Queen Street, E.C., October 26, at 11 a.m.

Cost of entry 'matched by benefits'

MR. ROYDON HARRISON (Sheffield, Hallam) said the resolution left open the possibility that we would go in on different terms. But did not take that possibility up.

"What it does up is an immediate and direct confrontation with the Tories and the possibility of getting rid of this disastrous Government and substituting a Labour Government."

"They must persuade the people it was not a lost cause or a foregone conclusion, and that they could have a general election and the people's will would prevail."

Mr. Bryan Stanley (deputy general secretary, Post Office Engineering Union) urged the party to campaign for a referendum before a final decision if the Government refused an election.

"It is wrong to enter without the consent of the people and it is wrong that Britain should be dragged in against the wishes of the people," he said. "If this is done it will bring Parliament into further disrepute, and even democracy itself."

A motion from Liverpool, Walton, constituency party demanded withdrawal of Britain's Market application. The motion claimed that the entry cost would be paid by the British working class.

Moving the motion Mr. Don Hughes described the Government as the band leaders of the CBI who had got the best terms it could to suit his industry."

Mr. Douglas McEwan (Clackmannan and East Stirling) said the cost of entry would be matched by the benefits.

"If the NEC really believes that this is not so, it should say here and now that a future Labour Government would take us out of Europe," he said. "But I am sure it will not do this."

Mr. McEwan said there could be little doubt that the terms and conditions accepted by the present Government met the desires of Labour's application in 1967.

Mr. Eric Hammond (Electrical and Plumbing Trades Union) said that in a union referendum 66 per cent. of the 100,000 members taking part voted against entry on any terms.

Mr. Gordon Oakes, who won a recent by-election at Widnes, Lancs., maintained that the

depressed areas of Britain would become even more depressed if Britain entered.

Entry, he said, would interfere with the traditional right of MPs to protect the interests of their constituents. "It would turn the House of Commons into a parish council and so far as we are concerned in this party we have to resist it on both constitutional and economic grounds," he said.

Mr. Bert Hazell (National Union of Agricultural and Allied Workers) said that because of the policy of the EEC there would have to be a high tax on food in Britain and 95 per cent. of the revenue of import levies on food would go into the agricultural fund of the Six.

Mr. Norman Atkinson (MP for Tottenham) said that the Labour movement was not demanding a general election at any fixed time, but wanted the Market issue put to the people at a general election between now and 1975, the latest time to which the present Government could run.

"The Labour movement owes it to the people to give them the opportunity of saying whether or not they want to join," he said.

Mr. Atkinson said there would be no problem if a general election occurred before January, 1973. If the present Government went the full distance the situation would not be irrevocable.

Mr. Leslie Sillitoe (assistant general secretary, Union of General and Allied Trades) said his union approved entry because it would give the pottery industry the opportunity to export to Europe without the present crippling tariffs. Without this enlarged market the fears of redundancy and short-time working would persist over the Potteries.

Mr. Muriel Turner (assistant secretary, Association of Scientific, Technical and Managerial

Staffs) said: "Some of the support for the Labour Committee for Europe seems to come from rich Socialists—why don't they support the party instead?"

Mr. Laurie Pavitt (MP for Wiltshire W.) said the Tory terms qualified for entry into the Guinness Book of Records as the biggest pig in a poke of all time.

It would be a disaster for Britain's National Health Service and put medicine back in the market place.

Lord George-Brown, the former Labour Foreign Secretary, said parts of the debate had depressed him. He did not think Party conference decision which

There was also a difficult political situation to be faced. The present Cabinet wanted to involve Labour in its policy and wanted to escape its political responsibilities by having Labour Members in its lobby.

Mr. Alec Donnet (General and Municipal Workers Union) said he had an impression of pessimistic, defeatist and negative-looking attitudes in the debate.

Other Overseas News

Thieu goes to 91.51% victory

SAIGON, Oct. 4. President Nguyen Van Thieu of South Vietnam has been re-elected for a second four-year term, after winning 91.51 per cent of the votes cast in yesterday's election according to results today. Mr. Thieu, 67, chief of the election committee, said a total of 7,764,345 valid votes were cast in the one-man election. Of these, 333,148 votes—4.5 per cent of the poll—were invalid. But these would be officially listed as missing in the final results.

President Thieu is expected to announce his acceptance of a new mandate by Wednesday. In Washington, U.S. officials today reiterated their misgivings at South Vietnam's one-man presidential election, but expressed satisfaction at the high turnout of voters. But a State Department spokesman rejected the argument that South Vietnam had proved it could stand on its own feet and no longer needed U.S. troops. But in Paris, the Viet Cong delegation to the Paris peace talks denounced the one-man election as "an unprecedented fraud," which had taken place under the threat of bayonets. Reuter

IN BRIEF

- SOVIET President Nikolai Podgorniy, in North Vietnam at the head of an 18-member delegation, has pledged to maintain aid to Hanoi—but indicated such aid in the future will be largely economic rather than military.
- SOVIET Prime Minister Alexei Kosygin, in a two-day official visit to Algeria.
- UGANDA has suspended foreign currency dealings with Tanzania following Kenya's decision to do so last week. The suspensions follow Tanzania's decision to peg its shilling to the United States dollar while Ugandan and Kenyan shillings are pegged to sterling.
- NEW DELHI—Elections to legislative assemblies in 10 Indian states, covering nearly three-quarters of the country, will be held simultaneously either in late February or early March next year. West Bengal is not included in the 18. It is presumably not expected that conditions will have sufficiently returned to normal in this state or six months time.
- TOKYO: The Ministry of International Trade and Industry said Japan's crude steel production in the current financial year was likely to dip below 90m. tons compared with 92,410,000 tons in 1976. Production for the year was originally estimated at 85,000 tons. President Nixon's new economic policies, which have prolonged domestic stagflation, were responsible for the decline, MITI said.
- BEIRUT—The Popular Front for the Liberation of Palestine confirmed that three commanders ranged yesterday by the Jordanian authorities were among its members and claimed he execution was part of a campaign to liquidate "progressive forces in certain Arab countries."

India rallies Third World for attack on U.S. moves

BY KEVIN RAFFERTY

INDIA today takes the first step in a campaign to co-ordinate opposition from the Third World for a joint attack on the recent U.S. 10 per cent import surcharge and aid cut. To-day Asian countries in the Group of 77, the caucus for the developing world, will meet in Bangkok for preliminary discussions before the Third UNCTAD meeting in Santiago in April.

The Indian campaign will then be carried forward to the meeting of the whole Group of 77 at Lima later this month. India has two grounds for its hostility to the Nixon measures: it and other Third World countries feel they have done least to upset the U.S. balance of payments, but will suffer most by the protective measures; yet all the publicity has been reserved for the rich countries that have caused President Nixon's difficulties—but will suffer least.

Mr. L. N. Mishra, Indian Minister of Foreign Trade who will lead his country's delegations to the meetings, declined to

spell out the action that India would recommend. "That would not be fair to the other developing countries," he said. "We don't want to draft a plan and it on others," he told me.

"Practically no attention has been paid to how the developing countries will be affected—there are more countries in the world than the Group of Ten."

"I am not saying this just on behalf of India; we will absorb the shock as we have absorbed others, though the measures have come at a most unfortunate time just when our economy had started picking up. But what about the other developing countries? There are many countries in the world which will not be able to stand the shock. What about Afghanistan or Nepal, or even Pakistan or our own neighbours?"

As far as India itself, the biggest of the developing coun-

tries, is concerned the import surcharge alone will affect about 21 per cent of exports to the U.S., valued at about Rs20m. (more than £23m), mainly goods like leather, footwear, engineering products, chemicals, carpets, ferro-manganese goods. These are non-traditional products which India has been trying to develop. Most of them have a high elasticity of substitution, so Indian producers will not be able to pass on the surcharge in higher prices.

For the past 15 years India has had an adverse trade balance with the U.S., her biggest trading partner. Almost a third of India's total imports come from the U.S. and approaching 20 per cent of its exports. Exports, last year, worth \$3,395.6m. to the U.S., have traditionally paid for only 35 per cent of imports from the U.S.

India has been particularly worried by reports of conflicts between Indian and American members of the Group of 77 over preference schemes.

UNIP seeks one-party state

BY OUR OWN CORRESPONDENT

THE National Council of the ruling United National Independence Party has passed a resolution calling for a one-party state as its objective. This like other resolutions which emerged from the three-day conference, was mildly worded in spite of the extended session.

UNIP has apparently decided to put its own house in order and organise hard at grass root level

to meet the challenge posed by the new United Progressive Party.

The UPP detainees rounded up some two weeks ago have now been given blanket charges under which they are all held. These are mainly allegations of conspiracy that "in furthering the aims of UPP they knowingly or unknowingly assisted in obtaining from a government

hostile to Zambia materials including firearms and the training of Zambia nationals." Legal aid for the detainees is now being sought.

At the same time the government is dealing with problems posed by thousands of Lumpas who have returned abruptly from Congo exile following last week's shooting incident while the group was to be moved further inland in the Congo. Sect members have been promised assistance to settle in their homeland, and at present are accommodated in a temporary transit camp at Mufilira.

Meanwhile Congolese and Zambian authorities are still issuing contradictory versions of the shooting, which is accused of one of causing a battle at Mookambo border which is still being patrolled by Zambia security forces.

Renter reports from Abidjan: The Ivory Coast and friendly countries favouring dialogue with South Africa are preparing to send a delegation to Pretoria. President Felix Houphouët-Boigny said in a published interview.

Arab heads to discuss relations with Moscow

BY OUR OWN CORRESPONDENT

CAIRO, Oct. 4. SYRIAN President Hafez Assad and President Muammer Khedafi of Libya arrived in Cairo today for the first meeting of the Presidential council of the Confederation of Arab Republics.

The two presidents and President Sadat of Egypt are expected to get down to serious political and military discussions tomorrow. Apart from deciding on the Confederation budget and institutions, they are likely to concentrate on three main topics: President Sadat's visit to Moscow starting on Sunday, military co-operation and the festering conflict between the Jordanian Government and the Palestine resistance.

The deterioration in Moscow's relations with the Sudan, scheduled to join the Confederation next year, after the pro-Com-

munist July coup and subsequent executions of Communist leaders in Khartoum has been reflected in a certain nervousness between Soviet leaders and Arabs. The fervently anti-Communist President Khedafi is understood to have been urging his co-presidents to keep Communist influence at arms length. This scarcely accords with Egypt's dependence on the Soviet Union for heavy military and economic aid in the confrontation with Israel.

UPI reports from Cairo: President Anwar Adat was elected chairman of the Confederation of Arab Republics which include Egypt, Syria and Libya, Cairo Radio said. The President of the three countries earlier took the constitutional oath that formally brought the Confederation into being.

GOA

Iron ore provides the spur

BY STEWART DALBY, RECENTLY IN GOA

TEN YEARS have passed since India's army marched into Goa, and snatched it back from Portugal's arthritic grasp.

To-day most people have forgotten about Goa; those who have not probably think of it as a romantic, rundown backwater of crumbling colonial mansions and Hindu temples half-hidden behind lush tropical foliage. A place of palm trees and beaches, but about as vital to the working of present-day India as a hub-cap is to a motor car.

Strange then to realise that this small enclave on India's west coast, the size of half a district in neighbouring Maharashtra, accounts for just under a half by volume and something like a third by value of India's third largest export, iron ore.

For the Goans, it is mining which finally ended the stagnation which had embalmated the colony for decades. Goa had previously existed almost entirely on the remittances of Goans working abroad. In East Africa, as stewards on ships and in India. The Portuguese, after 450 years of tenure, had lost their zeal for active colonialising and were happy to let local business flourish. The premen promote mining. Japan was quickly interested, and put up money for mechanisation; the industry soon became the backbone of the economy, which it remains today accounting for 12 per cent of gross domestic product and, together with related industries, employs 25 per cent of the working population.

Under private contracts—Goa is the only one exporter which does not work through a Government agency—Japan takes some 90 per cent of the total exports. When in 1954 India blockaded Goa, she neglected to blockade the shipping, it turned out to be just the tonic the territory needed. Ships coming back empty started to return loaded down with luxury goods (particularly liquor), most of which were smuggled into prohibition India. Goa was a free port and there were no taxes: life for some, especially the newly-enriched entrepreneurial class, took on a prosperous edge.

At this stage the Indians people

entered more fully into the picture making Goa a union territory. They were closely followed by the local political parties making their rather clumsy debut in Goa history. Few observers at the time seriously doubted that the National Congress Party would form the first Government. An affiliate of India's Congress Party, it was the only political group existing at the time of "liberation" having been formed clandestinely during Portuguese times. Its leader, Mr. Purshottam Kakodkar was in the true Nehru tradition of freedom fighters and had been imprisoned by the Portuguese.

Referendum

For his pains, when the first elections came round in 1963 after a period of military rule, his party won not a single seat. Instead the Maharashtra Gomantak Party (MGP), one of the many political groups which sprang up like the dew when an election loomed into sight, gained a majority on a platform of merger with neighbouring Maharashtra state. The premen promote mining. Japan was quickly interested, and put up money for mechanisation; the industry soon became the backbone of the economy, which it remains today accounting for 12 per cent of gross domestic product and, together with related industries, employs 25 per cent of the working population.

Under private contracts—Goa is the only one exporter which does not work through a Government agency—Japan takes some 90 per cent of the total exports. When in 1954 India blockaded Goa, she neglected to blockade the shipping, it turned out to be just the tonic the territory needed. Ships coming back empty started to return loaded down with luxury goods (particularly liquor), most of which were smuggled into prohibition India. Goa was a free port and there were no taxes: life for some, especially the newly-enriched entrepreneurial class, took on a prosperous edge.

At this stage the Indians people entered more fully into the picture making Goa a union territory. They were closely followed by the local political parties making their rather clumsy debut in Goa history. Few observers at the time seriously doubted that the National Congress Party would form the first Government. An affiliate of India's Congress Party, it was the only political group existing at the time of "liberation" having been formed clandestinely during Portuguese times. Its leader, Mr. Purshottam Kakodkar was in the true Nehru tradition of freedom fighters and had been imprisoned by the Portuguese.

According to the latest income accounts (for 1966-69) Goans have a per capita income of Rs.715 compared with an average for India of Rs.550. In both scenery, and historical interest, growth Goa has trailed India by the thought of Goa's natural around 2 per cent, but then it started from a higher base. Again, in 1961 Goa had a population of 600,000 which had been growing by about 1 per cent a year. To-day, mainly because of immigration, it is 857,000. In the past three or four years there are 13 large-scale projects, either working or in the pipeline which, besides the industries related to mining, include a brewery, two textile plants and a fertilizer plant. Most of these are private enterprises and virtually for the first time—out-side capital. There are also well over 400 small-scale projects. Progress in agriculture has also been made but probably not as fast as it should have been. Foodgrain output has more than doubled to 105m. tonnes over the past 10 years. Money has been spent on fertilizers and small-scale irrigation, but the territory is still 30 per cent, deficient in foodgrains and some arable land is still not being used. It is only recently that the go-ahead has been given for the first large scale irrigation plant, which will encompass 35,000 acres. As the leader of the opposition United Goans Party, Dr. Jack de Sequeira puts it: "It rains cats and dogs here, but you never see any water once it stops. There is hardly any double cropping."

Similarly with fisheries the Government has two large trawlers and six smaller boats. The need is probably for a fleet of 30 to 25 boats for deep-sea fishing. Again there are plans to supply co-operatives with eight boats, and increase the cold-storage facilities. Meanwhile fisheries contribute a minuscule 2 per cent to GDP. The reasoning here is that a change in psychology is necessary. The local fishermen are happy to go out a few hundred yards and catch mackerel. These arguments might also be used about tourism. If ever a

place was a natural tourist resort, this is it. There are miles of unspoilt beaches, a good climate in the fair season, and historical interest. Some Goans might shudder at the thought of Goa's natural charms being swamped by the enthusiasms about the prospects. There are 78 hotels listed in official publications, but only four of them would get star ratings. There are few entertainments, one flight, one train and again there are plans. For the moment the hippies have things very much to themselves, flocking to Calangute beach in their thousands around December.

Industry

All this would not be so worrying if it were not for the fact that the investment in education is now throwing up a pool of matriculates and graduates needing work. There is little unemployment although there is considerable rural underemployment. But like many Indian states, Goa suffers from bureaucratic sprawl. The Government soaks up most of the eligible labour coming on to the market, and spends the greater part of its budget paying wages and salaries of its employees.

The need is for industry so that productive jobs can be created. There is always mining, and the central Government recently started a Rs.28m scheme to expand Marmugao port—already India's second largest in tonnage handled—to ensure that iron-ore exporters do not lose their competitive edge to Australia, which can load up much quicker. But the job possibilities are limited. Large industries, in fact, have to combat considerable obstacles in Goa. There is no local source of power and this has to be brought from neighbouring Maharashtra. Wages are high because of the example set by mining. Ideally, Goa wants small ancillary industries which would suit its specialised labour force. Incentives are being offered and it remains to be seen whether they will do the trick.

Laing have the Time-is-Money business all wrapped up

We fight shy of spending your money on our time. That sort of thing can give a firm a bad name—and we're rather proud of our good one.

So once you've accepted a Laing proposal it's a point of honour with us to keep within the agreed budget and complete on time. Our scientific approach to construction and cost control helps us here. It's an approach we adopted about the turn of the century and one that is more than ever relevant—and technologically advanced—today.

By the time our proposal reaches you we have the whole job wrapped up: plotted, planned, programmed and computer-coded. Completion date is then relatively simple to pinpoint accurately. Particularly with our Cascade Programme, probably the most sophisticated and effective technique ever devised for timing, co-ordinating and controlling a job—and our own invention. It also results in an Early Warning System which acts as an alarm signal when anything starts going wrong.

These techniques tie up all loose ends, yet allow for adjustments en route.

Not that programming is our only way of averting trouble. Our Research and Development organisation (largest of its kind in the world owned by a construction company) is on call to solve any intractable problem that may crop up on methods, materials, plant or techniques.

We have the capability and the resources to take on total projects, even before they have taken any shape at all. And we have the kind of management to whom master-minding vast jobs of co-ordination is everyday work.

Time is important. So is money. But, for us, doing a good job well is important too. If you have a project—any project—in mind, we can do the best and most economical job for you when you call us in at the best time—before you start planning.

The kind of contract we work to depends entirely on the job we are asked to do. On some projects our Target Contract is best. If the cost is lower than the agreed target we share the difference with our client; if it's higher we pay the extra. Why not try this form of contract?

Our Commercial Managing Director, John Michie, can tell you more. He's on 01-959 3636.

LAING completion on time

Building, civil, mechanical and industrial engineering contractors • John Laing Construction Limited • London NW7 2ER



Expand to Livingston and you may qualify to recover 30% of your wage bill for the next three years



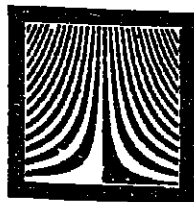
Plus all these

- 45% Government Grant for new factory development or a factory rent free for five years.
- Mortgage facilities from the Development Corporation.
- Training and settling in allowances for workers.
- Government loans for machinery and working capital.
- Modern housing at attractive rents for workers plus Executive sites for rent or owner-occupation.

Excellent load-bearing industrial building sites. First-class communications. Livingston is situated on the M8 Motorway only 15 minutes from Edinburgh (Turnhouse) Airport. With port facilities nearby at Leith and Grangemouth. Less than half an hour's drive takes you to the City Centre of Edinburgh, picturesque Capital of Scotland with its Festival and its world-famous Universities.

Full details from the Chief Estates Officer, Livingston Development Corporation, Livingston, West Lothian. Tel: Livingston 31177.

Livingston: The Pacemaker



The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHÖETERS

TRANSPORT

Services to heavies

COMPLETE tractor-trailer outfits are to be offered on rental to the transport industry under an agreement recently concluded between Godfrey Davis and Transport Charter, the York Trailer Company's trailer rental subsidiary.

Operation will be on a reciprocal basis so that anyone will be able to obtain an outfit from one source instead of having to arrange pickup from a different source and a combined tariff has been introduced. Both companies still will continue to hire out individual tractor and trailer units.

Vehicles from 6 cwt to 28 tons are available from main branches in 14 industrial centres and through 100 area offices. The centres include one just opened by Godfrey Davis to serve the Avonmouth industrial complex. It is known as the South West Regional Centre and has been set up in collaboration with York Trailer Company.

Transport Engineering Services—a division of Tate and Lyle Transport—has opened a commercial vehicle maintenance

can absorb an energy of some 600 ton metres, whereas types commonly in use at the moment are in the 30-ton metre region.

Seventeen of the Jumbos are to be installed early next year in a new jetty now under construction at Wilhelmshaven in which the first ships will berth in the Spring.

AGRICULTURE

Foam cover for soil fumigants

USE of a foam cover, instead of plastic film, to keep fumigants in the soil, is said to save work and have desirable side effects.

Fumigants, being volatile or gaseous, have to be applied under the film layer, at a cost of up to \$500 per acre. The foam costs only \$75 per acre and is easier to apply.

The method was worked out at Louisiana State University, Baton Rouge, La., U.S., where methyl bromide was added to the foam, which was spread in a 4-inch layer. In addition to easier application, other advantages are that the foam method, being more efficient, requires less chemical and being free of holes, reduces the chance of outside pollution.

The foam lasts about three hours. During this time it traps any heat from the sun and soil temperatures can rise as high as 125 degrees F. This is enough to kill young weeds as well as nematodes near the surface, the University says.

PRODUCTS

Filter for viruses

BIOLOGICAL filters of a new design are capable of a minimum particle retention of 99.99 per cent. (Sodium Flame Test 12cm) and has been designed to filter from air passing through it bacterial or virus infections which are carried on dust particles and in water droplets.

Available at an indicated price half that of traditional virus type elements the filter—a disposal spin-on unit—can be fitted in seconds by unskilled labour.

In the course of development all filters—which, to cope with any sudden air surges, can withstand a pressure drop of up to 40 p.s.i.—have undergone stringent and exhaustive testing both in the laboratories and at the Government research station at Porton.

The company—Jones Filtration Ltd at Marylands Avenue, Hemel Hempstead, Herts.

POLLUTION

Slurps the oil off the water

WHERE an oil spillage has occurred on water it is better to remove the pollutant than to attempt to neutralise it by chemical or other means. Removal devices developed so far have usually been unsatisfactory, for example much water is removed with the oil, resulting in storage and disposal problems, while some devices are affected by swell and small waves and cease to operate. Most require expert handling, are bulky and not readily portable, and those giving a high percentage of oil in the recovered liquid are often expensive and difficult to use.

Esso scientists claim to have developed a new type of skimmer for clearing oil spills on inland and sheltered waters which is stated to overcome these disadvantages.

Called SLURP (self levelling unit for removing pollution), it floats using a self-contained buoyancy tank. The liquid flows into it over a specially shaped well and passes through a flexible suction hose to a self priming pump or to a gully emptier on the river bank. The level of the weir in relation to the surface of the water may be controlled by adjusting the pumping rate.

The unit is self-stabilising. It automatically adjusts to compensate for choppy water and continues to work. As it has no moving parts it does not require adjustment and there are no maintenance problems.

The SLURP works best in calm water and thick oil slicks. At slow pumping rates it will collect oil with no water. As the pumping rate is increased the weir immersion increases until a point is reached at which water starts to flow over the weir with the oil. The deeper the slick the faster the pumping rate before this point is reached.

Test results have shown that a SLURP with a 3 feet width weir can recover 100 per cent. oil on a 6 mm depth slick at up to 300 g.p.h. The pumping limit for maximum efficiency increases with increasing depth, for example 560 g.p.h. at 18 mm, and 670 g.p.h. at 20 mm.

The unit is of robust construction and compact design. It can be carried by one man and will fit into a car boot, together with a pump and hose.

The device can be used in refinery separators and for servicing interceptor tanks. Development work is continuing, but it is not possible to say whether a larger model for work at sea can be developed. The SLURP is being manufactured and marketed by Ambler Engineering, Walsall, Staffs.



MATERIALS

Fireproofs steelwork

MACHINE spraying techniques were used by Structural Fireproofers to apply Mandoseal, a vermiculite/cement inorganic fire resistant material to give a two-hour fire rating to structural steelwork constructed as part of a re-building programme of high grade fuel production plant damaged in a fire at the Shell Refinery at Teesside.

The structural steel columns and beams were between 30 and 80 feet high and in sizes from 6 x 5 inches to 18 x 7 1/2 inches. The Mandoseal was spray-applied by a high output mortar pump or previously fixed reinforcement. The required thickness of the coating to give the two hours fire protection was guaranteed by means of a patented corner reinforcement detail. The coating was trowel finished to give a smooth appearance with accurate sight lines and a surface capable of taking a decorative finish. The finished work is completely weatherproof, a necessary requirement due to the very exposed nature of the site on the bank of the River Tees.

Besides the obvious advantages of faster application, important features of the new spraying techniques are that they allow the material to be placed in even passes with very little overspraying, and no rebound.

Mandoseal is manufactured by Mandoval (a member of the RTZ Group), of 6, St. James's Square, London, S.W.1, and has been tested for fire protection of steel structures at the Fire Research Station. It complies with BS 476 Part 1, 1953 as approved by Report No. FROSI 5028 issued by the Joint Fire Research Organisation, Borehamwood, Herts.

Thicker rubber paint

CHLORINATED rubber paint which can achieve a film thickness at one spray application of 15 mils (0.38 mm), or three times the thickness obtainable with conventional chlorinated rubber paints, is being introduced by the industrial division of Hadsfield (Merton).

With total painting costs to day at 10 to 20 times those of the cost of the paints themselves, any factor that speeds application, such as a reduction in the number of coats needed for any

named film thickness, is likely to result in substantial savings. The increase in film thickness of Hadsfield's new product is achieved by modification with a thixotropic agent and a change in the extender binder ratio.

The paint, applied by an airless spray, is like other chlorinated rubber paints in that it is suitable for protecting metals in corrosive atmospheres and is fire-retardant.

But because of its thick film build without sagging, it is thought likely to replace other chlorinated rubber paints for chemical and petroleum plant, pipelines, road and rail tankers, bridges and ship hulls.

The paint, available in several colours, was developed at the laboratories of Hadsfield (Merton), part of the Bestobell Group, at Western Road, Mitcham, Surrey.

METALWORKING

Detects the small crack

CRACKS with depths down to 0.002 inch in ferrous and non-ferrous metals can be indicated qualitatively and subject to some restrictions, quantitatively, with a defectometer now being offered by Wells-Krautkramer, of Blackhorse Road, Letchworth, Herts.

Known as the 2.164, it provides a direct indication of crack depth on a meter and a red signal lamp will light when a predetermined crack depth has been exceeded. Cracks can be masked by thin layers of other materials without affecting the readings. The voltage corresponding to the defect can be fed to a standard recorder from an output socket at the side of the recorder.

The test probe of the defectometer carries a high frequency AC. Depending on their magnitude, the eddy currents produced in the material under test influence the electrical characteristics of the coil. Hence the variation produced by a crack can be a measure of its depth.

A variety of probes is available for detecting cracks in boreholes, turbine blades, and aircraft wheel rims, and special probes can be supplied for particular problems.

CONSTRUCTION

Shifting sludge

A CONTRACT worth £180,267 has been awarded to Mears Construction for the construction of pipelines, holding tanks and loading facilities, for conveying sewage sludge away from Gatteworth Sewage Works at Warrington, Lancs.

Warrington County Borough intends to convey the sludge by pipeline some 1 1/2 miles to the AC. Depending on their magnitude, the eddy currents produced in the material under test influence the electrical characteristics of the coil. Hence the variation produced by a crack can be a measure of its depth.

The test probe of the defectometer carries a high frequency AC. Depending on their magnitude, the eddy currents produced in the material under test influence the electrical characteristics of the coil. Hence the variation produced by a crack can be a measure of its depth.

The test probe of the defectometer carries a high frequency AC. Depending on their magnitude, the eddy currents produced in the material under test influence the electrical characteristics of the coil. Hence the variation produced by a crack can be a measure of its depth.

The test probe of the defectometer carries a high frequency AC. Depending on their magnitude, the eddy currents produced in the material under test influence the electrical characteristics of the coil. Hence the variation produced by a crack can be a measure of its depth.

Since EMI's range of SE video terminals was launched less than a year ago, it has shown that high-performance need not be too expensive. So far, sales have topped the £750,000 mark, and the company is confident that the firm level will be easily exceeded before the end of 1971. Significantly the terminals, one of which is shown in the photograph at an advanced stage of assembly, have been bought by the Home Office for the national police computer network. This order was worth about £250,000, one of the largest on record for this type of application. In addition, machines have been exported to Poland for computer development work and to Hungary for use at the Institute of Physics in Budapest.

OFFICE EQUIPMENT

Copies from two hundred originals

A FULLY automatic dry photocopier that will produce one or more copies from up to 200 originals has been introduced by the SCM Company of Wigmora Street, London, W1A 1ET.

Known as the 271, it uses light exposure and heat development and has no chemicals, inks or powders. Copies can be produced from most originals on document weight paper up to 8 1/2 x 14 inches. Copying is simply carried out by loading the feed tray with originals, dialling the number of copies required—from one to 25—and pushing a start button. The machine can then be left to operate by itself.

An automatic feed system can be provided.

Copier for big users

LAUNCHED at the Business Efficiency Exhibition this week, the SCM 255 electrostatic copier

takes the company, for the first time, into the high volume section of the electrostatic copying market.

This is the area accounting for over 50 per cent of the revenue of the total U.K. electrostatic market of around £50m. per annum. It takes SCM into close conflict with Rank Xerox who dominate the high output machine market with around 6,000 installations out of an estimated U.K. total of 7,000.

SCM is offering a machine which provides copies at up to 15 per cent lower cost substantially lower maintenance requirements, simpler installation, and greater copying versatility the company insists. It is designed for the large batch with total copying requirements of 6,000 to 30,000 per month. Copies are made on coated paper, permitting a high quality of reproduction from a wide variety of originals—such as photographs, drawings, half-tone illustrations, NCR forms, etc.

By agreement between the Financial Times and the SCM information from The Technical Page is available for use by the Corporation's External Services as source material for its press releases.

Cut Industrial Nitrogen Costs
with Cryogenic Plant by
Petrocarbon

Petrocarbon Developments Limited
Petrocarbon House, Manchester M22 4TB,
England. Telephone: 061-958 7021

Expanding your memory? Yes—you do have a choice.

Yesterday, if you wanted to upgrade the memory on your System 360 you had to buy 16M.
On your own terms—right down the line. Today, things are different.
We'll introduce you to the Data Research Memory Unit. Serviced nationally by Honeywell, it's quite a proven piece of hardware.
You will find it successfully installed on 360 Models 30, 40 and 50, throughout the U.K.
And no wonder. Reduces savings as high as 40%.

Complete compatibility makes transfer from 360 to 370 systems possible in short and long term D.P. requirements.
And it doubles present core memory capacity. For example, the 360/40 can be upgraded to 128M, a 360/50 to 1024M. That's something IBM can't match. The cost is much less for the reliability, either. Whether your system is rented, leased or purchased, C.I.G. will meet your requirements.
You have a choice—on your terms.

call in CG Computer Leasing Ltd.

C.I.G. Computer Leasing Ltd.
16 Maddox Street, London W1P 9PL
Tel 01-493 1982 Telex 27225
Cable: CIGLEAS

asbestos

it's a natural

A unique material—mined as a rock which breaks down to fibre when processed. And completely non-combustible! That's asbestos—indispensable in today's crowded world for protecting life in buildings and ships against fire hazards... for safe braking in motor vehicles... for special clothing, high temperature insulation and other critical applications in industry. Some people who work with asbestos—like workers with many other industrial materials—have to observe established safety precautions. The asbestos industry can give practical advice to employers on these, as well as on the technical advantages of this vital natural material.

The Asbestos Information Committee
10 Wardour Street, London W1V 3HG, Telephone: 01-734 7617

هنا من أصل



**YOUR MEMO
HAVE A CHOICE**

1000



But the thin can has many more applications than soft drink packaging. Consider how you might put its high consumer appeal to work for *your* product.

British Steel Corporation
33 Grosvenor Place, London, SW1

Channel traffic watch system inaugurated

BY JAMES McDONALD, SHIPPING CORRESPONDENT

MR. ANTHONY GRANT, Parliamentary Under-Secretary of State for Trade, yesterday inaugurated the surveillance system for the Dover Strait Traffic Separation Scheme. He was speaking at St. Margaret's Bay, Kent, where a coastguard radar has been installed to oversee the systems.

With a helicopter "traffic watch" the two systems are aimed at identifying ships that travel the "wrong way" in the English Channel. It is hoped that the scheme, agreed by the International Maritime Organisation (IMO—a branch of the UN) will prevent accidents in the Channel traffic lanes.

More than 300 ships a day pass through the Straits of Dover and about 5 per cent. of these travel in the wrong direction in the lanes. More than 70 ferry crossings a day between England and the Continent are an added hazard.

The radar installation will keep a constant watch on all traffic and will call out a Coastguard helicopter based at Manston to identify ships going the wrong way. They will then be reported to their "flag" states for discipline.

The U.K. Coastguard will broadcast warnings to other ships so that they can take avoiding action in the event of a possible collision or congestion.

Mr. Grant said his department was preparing laws which would make the traffic direction system mandatory for British ships.

Various countries were taking similar measures. He stressed that the system was designed to assist mariners rather than to police them. "We therefore must take care that measures designed for the Dover Strait do not invite retaliation on our ships in other parts of the world."

French action

"It is for this reason that we have always placed great importance on international agreement for the control of international waterways and on co-operation in the enforcement of traffic separation with other countries and, in particular in this case, with the French Government."

Mr. Grant said he understood the French Government would also be taking action to identify ships going the wrong way on its side of the Channel.

There would be some time for settling in of the new radar set, said Mr. Grant. "This will in fact fit in very nicely with our time scale for making regulations to apply to British ships so that it will be an offence for those ships to go against the prescribed direction of traffic flow."

Yesterday's inauguration of the British radar system comes a day in advance of the 7th assembly of IMO which will open in London to-day and which is expected to continue until October 15.

The agenda of the assembly includes the IMO work programme for 1972-73, involving a

conference on marine pollution in 1973 which have among its objects total prohibition of discharge of persistent oils into the sea.

Also, the assembly will be asked to approve amendments to the International Convention for the Safety of Life at Sea, including provisions which would render mandatory the observance of the various traffic routing schemes recommended by IMO.

In addition, among the amendments to the International Convention for the Prevention of Pollution of the Sea by Oil are provisions for the arrangements of tanks and the limitation in tank size for large tankers.

Freight rates to Canada going up 12½%

By James McDonald, Shipping Correspondent

SHIPPING lines in the Canadian North Atlantic Westbound Freight Conference have announced that, since the introduction of the "three-tier tariff" in March, operating costs have continued to rise at an "alarming rate."

As a result, from January 1 they are raising freights on cargo from the U.K. and Eire to Canadian Maritime, St. Lawrence River and Great Lakes ports by 12½ per cent. Some low-rated commodities will be subject to a greater increase.

More spirits drunk: big rise in rum

BY KENNETH GOODING

CONSUMPTION of all types of spirits in the U.K. continued to climb in July, according to statistics released to-day by the Customs and Excise. Once again rum showed the largest percentage increase, while the lowest was by Scotch whisky.

Withdrawals of Scotch from bond in July were 2.6 per cent. up on those for the same month last year at 763,000 proof gallons reflecting a reaction from the boom situation in June when they rose by 26.2 per cent. over June, 1970.

For the first seven months of 1971, Scotch withdrawals from bond were 4,707,000 gallons, about 3.6 per cent. ahead of the January-July figures last year.

Rum continued to be the leading imported spirit. Boosted by the popularity among young people of white rum, July tax payments were 18 per cent. up on 146,000 gallons, giving a seven-month total of 868,000 gallons, a 17 per cent. increase on the same period a year ago.

Brandy again lagged behind rum, with clearances in July at 123,000 gallons, up 9.6 per cent. while the January-July figure was 761,000 gallons, up 21 per cent.

Immature spirits, mainly gin and vodka, rose in July by 16.6 per cent. over July, 1970, to 386,000 gallons, making a seven-month total of 2,058,000 gallons, 11.2 per cent. ahead of last year's period.

On the production side, Scotch recovered from the apparent recession in June when produc-

tion was only 2 per cent. up and in July production was 11,768,000 original proof gallons—some 5.3 per cent. ahead of July last year—while the year's running total up to the end of July rose 3.5 per cent. to 86,195,000 gallons.

Sandeman to sell whisky warehouse

By Kenneth Gooding

GEO. G. SANDEMAN and Sons, best known for its port and sherry, yesterday confirmed it is closing down its whisky production operations.

It said its Sandeman and Sons subsidiary in Edinburgh had "ceased to be profitable and, owing to the extremely competitive nature of the whisky market, there seems little chance of reversing this trend."

The Sandeman bonded warehouse and most bonded whisky stocks will be sold and its Scottish selling organisation will be disbanded at the end of the year. But arrangements are being made for the continued blending and sale of Sandeman Scotch in both home and export markets.

Sandeman products will in future be marketed in Scotland by J. R. Phillips, the company jointly owned by Sandeman, Allied Breweries and Whitbread.

New Jensen SP aimed at sports car market

BY JAMES ENSOR

JENSEN HAS introduced a sportier, more powerful version of the Interceptor. The Jensen SP is powered by a version of the Chrysler 7.2-litre V8-engine with three twin barrel carburettors. It is distinguishable from the Interceptor by a vinyl covered roof and a bonnet with fluted air vents cut into the top surface.

The car has a very full specification, including air conditioning and an eight-track stereo radio and tape player as standard. It also has wider section aluminium alloy wheels and ventilated disc brakes which are also fitted to the latest Mark III versions of the Interceptor and FF.

The SP is clearly aimed at the Aston Martin and Ferrari market which Jensen has never previously attacked so directly. With 26 per cent. more power than the Interceptor, it should have a performance comparable to that of the Aston Martin DRS. It does, therefore, mark a shift from the grand touring towards the sports car image for Jensen.

Losing money

Because its engine does not meet the approaching American exhaust pollution standards, production of the Jensen SP will initially be directed towards the British market. About three cars are likely to be built each week and the price is £5,977.

Thanks to its entry to the American market, where cars are sold by Mr. Kjell Qvale—Jensen's principal shareholder—the company is now operating profitably. Mr. Alfred Vickers, the managing director, said the company

would now earn profit at the rate of £20,000 a month. One third of the production of 18 cars a week is exported to the U.S.

A year ago, when Mr. Vickers became managing director, the company was selling ten cars a week and, he disclosed, was losing money at the rate of £30,000 a month. The improvement in financial performance has been due to higher sales made possible by Jensen's entry into the U.S. market, and by one-third improvement in productivity resulting from investment in new equipment and new methods.

In April, Jensen will launch a

2-litre sports car designed by Donald Healey. Production will reach 1,000 cars a year, with about two-thirds destined for the U.S.

Despite difficulties in finding the right engine for the Jensen Healey and in meeting the proposed American exhaust emission standards, Mr. Vickers announced that the project was on time. If the company meets its production target, Jensen will become the largest British manufacturer of high-performance sports cars after Triumph. Its output would be bigger than either Jaguar or Lotus.

VW wired for computer

A built-in system for fault-finding is the outstanding feature of the 1972 model Volkswagen. The cars are wired for plugging into a computerised diagnosis equipment to be installed at every VW dealer in the U.K. by February, 1972.

The computer will make rapid and inexpensive checks on the car's operational functions and roadworthiness.

The Service Director of Volkswagen (GB) Mr. Ron Williamson said the system would set new standards in car servicing.

Buyers of VWs will be given vouchers for five free Computer Diagnosis checks covering the car's first 24,000 miles. Afterwards, they can be carried out for £1.50 to £2.40 depending on the model.

Diagnosis is the most important of 300 modifications distinguishing the 1972 Volkswagens from their immediate predecessors. Yellow and Gentian Blue.

About one-third of the changes are concerned with improved safety and emission control.

The range, except for the 1200 Beetle, has a new safety steering wheel which will not splinter on impact but merely bend. Another safety improvement on the steering wheel is a perforated element directly below the boss which gives way at a sideways angle on impact.

All the Beetles have had their rear windows extended upwards to improve rear visibility. Soundproofing has also been improved.

There is a new distributor, with modification to the intake air pre-heating system, and an improved control system, all of which reduce exhaust toxicity.

For the first time, Volkswagens in non-metallic colours will be imported into the U.K. A new bright range of ordinary colours has also been introduced including Kazzan Red, Texas Blue and Gentian Blue.

Loan market moves by two groups

BY MICHAEL BLANDEN

TWO developments in the loan market were announced yesterday by leading financial groups. Hill Samuel, the merchant bank, is introducing a new flexible scheme to provide medium-term sterling loans of five years or even more for companies. And Slater Walker is moving into the instalment credit business with the formation of a new group company, Slater Walker Finance.

Hill Samuel argues that its new loan scheme for companies is the first to be provided by a merchant bank—will fill a gap between short-term sterling lending with its fluctuating interest rates and the long-term finance available through the capital markets.

The minimum for a medium-term loan will normally be £50,000; there will be no top limit, as the amount offered will depend on the nature of the proposition.

Under the Hill Samuel scheme, interest rates will be agreed with the borrower on a competitive basis. They may be fixed for the term of the loan, subject to review, or linked with Bank Rate or money market rates. Hill Samuel argues that the availability of medium-term loans will be of considerable help to companies in planning their finances.

Mr. Donald Bardsley, head of finance, said: "We believe that there are considerable advantages to British companies in having readier access to medium-term loans in sterling in addition to, or as an alternative to, traditional forms of financing."

"With our experience of medium-term currency lending in the Eurodollar market, we think we can be of real help to companies needing the security of these new sterling loans."

Competition

The new Slater Walker company is aimed to take advantage of the opportunities of the expanding credit market in the U.K. by offering a range of other instalment credit finance, designed to finance, among other transactions, the purchase of cars, commercial vehicles, plant, machinery and equipment, and aircraft.

The chairman of Slater Walker Finance is Mr. John Ford, financial director of the parent company, and the managing director is Mr. Victor Cannock, previously general manager of Lombank, the instalment credit subsidiary of Lombard Banking.

Companies told: Beware consumer groups

BRITISH industrialists must not complacently watch the growth of militant consumer protection groups, a world quality control expert warned yesterday. Such groups had already damaged the U.S. economy, he added.

Dr. J. M. Juran said that the more aware. Advertising was consumer advocates were not yet "swarming" as furiously in Britain as they were in America, but there were signs that they existed. Addressing the Institution of Works Managers in London, Dr. Juran said the car industry was an example of the consumer revolution.

Adding safety devices—most of which were never used—to American cars had added £200 to the price of a vehicle. On top of unrest, the movement for additional safety devices led to an increase

in the use of unsafe cars, because many could not afford the extra money required to buy a safer one.

Dr. Juran recognised that there was a problem regarding quality of which management must be more aware. Advertising was often exaggerated, if not downright deceitful. Faulty workmanship and poor after-sales service also existed. But industry, and not self-interested consumer advocates, should take the lead in the consumer revolution.

Dr. Juran said that, if industry took the leadership, it would save itself further legislation and regulation. He urged companies to find the reasons for consumer unrest, list consumer problems, have a data bank of information to identify the "bad guys."

Birmingham centre site planners named

BY OUR MIDLANDS CORRESPONDENT

PLANS for the redevelopment of the prime Birmingham city centre site in Victoria Square, now occupied by the head Post Office—in process of moving to new premises—are to be drawn up by Comprehensive Development Associates, the professional property consultants headed by Sir Frank Price.

Sir Frank will advise the Post Office and take the scheme through the consultative stages, with the planning authorities to the selection of the developer.

The site, which comprises two blocks of 45,500 sq. ft. and 25,400 sq. ft., separated by Hill Street, faces Victoria Square and Paradise Street. Its value is dependent on the final development plan, but as one of the most important sites in the city it will be in the seven-figure bracket.

The development is likely to provide a new civic square facing Victoria Square and the town hall, with office accommodation, over shops, banks, etc., and underground car parking facilities. The main Post Office counter will still remain on the site but will be re-

built and re-equipped within the new development. Sorting operations will be housed in the new building in Royal Mail Street.

PARKING—FOR MINIS ONLY

Leicester Corporation, with the support of the Department of the Environment, this week opens an experimental car park for "small cars only"—Minis and similar cars 11 feet long or less.

The Department has for some time wished to take part in a practical test to see whether there would be any advantage in providing these special car parks. Leicester Corporation agreed to co-operate and has converted its Ashwell Street car park in the city to cater for small cars only. This site is in a busy part of Leicester and will accommodate 103 small cars (as against 71 cars before conversion). Parking charges will be 6p for four hours and 12p for all-day, compared with 5p and 17p for cars in nearby standard parks.

Barclays Bank DCO changes its name to Barclays Bank International Limited

Following an Extraordinary General Meeting of the shareholders of Barclays Bank DCO it has been resolved that the name of the bank shall be changed to Barclays Bank International Limited with effect from 1st October 1971.

Our new name reflects the continuing expansion of our business; all services to customers remain unaltered. The only change at this stage is our name, now Barclays Bank International.



BARCLAYS
International

ملف من الصحف

How to compare copiers and duplicators at this year's B.E.E.

You know how the B.E.E. can be.
A bit frantic.
So we're making it a bit easier if you're on
the look-out for copiers and duplicators.

Below are some pertinent (or in some cases, impertinent) questions. We suggest you actually ask them. It'll make comparison a lot simpler for you.

We've answered for ourselves. So when you hear the answers from the others, there's just one more thing you should know. You'll find Rank Xerox on Stand 77/91.

Questions	Rank Xerox	SCM	3M	Copycat	Roneo	Gestetner	Others
1. Do your machines use ordinary, uncoated paper?	yes						
2. Do they need a separate machine to make a master?	no						
3. Do they print direct from any original?	yes						
4. Do they need a skilled operator?	no						
5. Sure? Can a secretary work them?	yes						
6. Must she type a stencil for them first?	no						
7. Would they look nice outside her boss's office?	yes						
8. Do they copy on both sides of the paper?	yes						
9. Are there any inks or chemicals to make a mess?	no						
10. Do you have a machine that collates as it prints?	yes						
11. Do you rent or must I buy/lease?	we rent						
12. So to change models, there's no negotiating a trade-in price/lease termination?	none at all						
13. Do you have any machines on a one month contract?	yes						
14. Can your range manage high, medium and low-volume copying and duplicating?	with ease						
15. Any new machines this year?	P.T.O.						

RANK XEROX

Rank Xerox and Xerox are registered trade marks of Rank Xerox Limited

Bristol: Kingsley House, 100, Kingsley Road, Bristol, Avon, BA1 3JF. Tel: 01272 292101	Birmingham: Haydon House, Haydon Road, Edgbaston, Birmingham, B15 2TT. Tel: 0121 454 7031	Bristol: Netherdon House, Marsh Street, Bristol, Avon, BA1 3JF. Tel: 01272 292101	Cardiff: St David's House, 28 Wood Street, Cardiff, Wales, CF1 1HP. Tel: 0222 27193	Croydon: Crown Dragon House, 64/70 High Street, Croydon, Surrey, CR9 3LP. Tel: 01889 23915	Dublin: 2 Dawson Street, Dublin 2, Ireland. Tel: 770701	Glasgow: Fleming House, 24a Renfrew Street, Glasgow, G2 3JF. Tel: 041-332 03414	Leeds: Minerva House, 29 East Parade, Leeds LS1 5ST. Tel: 041-332 40641	Leicester: 25 Charles Street, Leicester, Leicestershire, LE1 3JF. Tel: 0533 29132	Liverpool: 5th Floor, Foster House, Canning Place, Liverpool L1 8HW. Tel: 0151 709 6644	London: Rank Xerox House, 338 Essex Road, London NW1 3EH. Tel: 01-383 1244	London: Crystal House, Crawley Road, Luton LU1 1HS. Tel: 0582 252595	Manchester: 20th Floor, Sunley Building, Piccadilly Place, Manchester, M1 3DG. Tel: 061-236 6223	Newcastle: 5th Floor, Type Bridge Tower, Church Street, Newcastle NE8 2DU. Tel: 0632 703114
---	--	--	--	---	--	--	--	--	--	---	---	---	--

m.

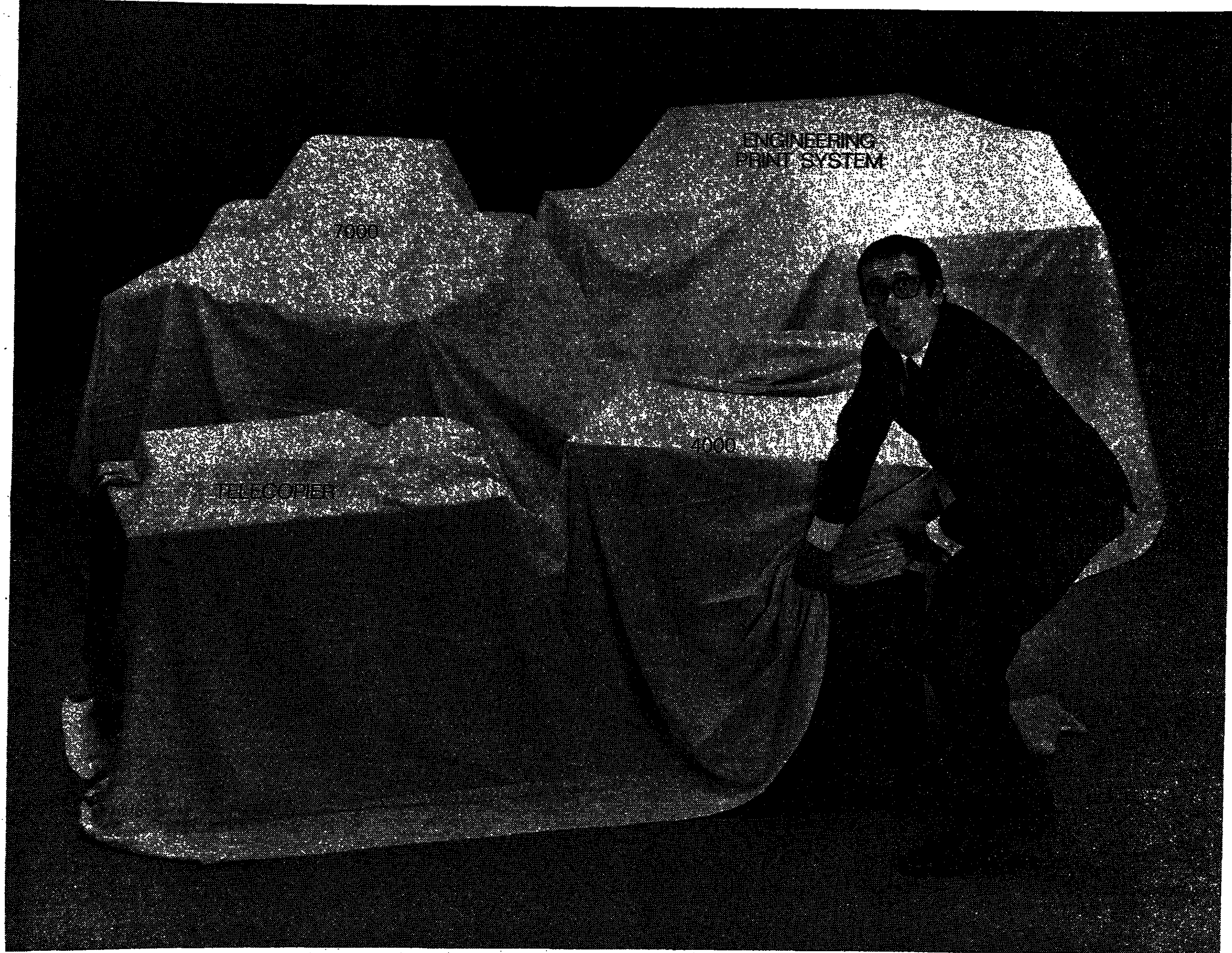


The Financial Times...
The Financial Times...
The Financial Times...

Equity market...
The Financial Times...
The Financial Times...

COUNCIL TEAM...
TO PAY BY GE...

And while you're there, see our new machines and compare them as well.



We've got four to unveil to you at the B.E.E.
Number one is the best thing to happen to copying since xerography itself.
It's our 4000 Copier. Its talents include life-like reproduction of half-tones. Double-sided copying. Automatic paper-change. Library-quiet action. Un-machiney looks. 45 copies in 60 seconds. And that's just a start.

Number two could be the greatest thing since the telephone. Called the 400 Telecopier, it lets you send a document hundreds of miles in four minutes flat. Using your own phone. And it's that easy.
Third up is our incredible document-shrinking duplicator. It makes copies and reduces their size, by any one of four ratios. Its speed: one a second. Its name: the 7000.

Our final creation should do for the drawing office what xerography did for the general office—revolutionise it. Our 840 Engineering Print System makes reduced-size copies of drawings, and also folds and sorts them for prompt dispatch.
Come and see all four on Stand 77/91, any day from October 5th to the 13th. And have a peek at the future.

RANK XEROX

Rank Xerox and Xerox are registered trade marks of Rank Xerox Limited

Belfast: Kivora Industrial Estate, Upper Dunmurry Lane, Dunmurry, Belfast. Tel: 0232 616711
Birmingham: Hapley House, Hapley Road, Edgbaston, Birmingham 10. Tel: 021-484 7031
Bristol: Netherlon House, Marsh Street, Bristol. Tel: 0272 28830/5
Cardiff: St David's House, 18 Wood Street, Cardiff CF1 1ER. Tel: 0222 27143
Croydon: Green Dragon House, 64/70 High Street, Croydon CR9 1UP. Tel: 01-886 2881/5
Dublin: 2 Dawson Street, Dublin 2. Tel: 770701
Glasgow: Fleming House, 134 Renfrew Street, Glasgow C3. Tel: 041-332 0341/4
Leeds: Minerva House, 29 East Parade, Leeds LS1 5SY. Tel: 0532 40641
Leicester: 215 Charles Street, Leicester. Tel: 0533 22932
Liverpool: 5th Floor, Foster House, Canning Place, Liverpool L1 8HW. Tel: 051-709 9644
London: Rank Xerox House, 338 Euston Road, London NW1 3BH. Tel: 01-387 1244
Luton: Crystal House, Crawley Road, Luton LU1 1HS. Tel: 0582 25296/9
Manchester: 20th Floor, Sunley Building, Piccadilly Plaza, Manchester. Tel: 061-236 0923
Newcastle: 5th Floor, Tyne Bridge Tower, Church Street, Gateshead NE5 2DL. Tel: 0632 70311/4

The Executive's World

EDITED BY
DAVID PALMER

To-day the Emperor of Japan begins his visit to Britain. Here, EDWARD de BONO, whose book *The Use of Lateral Thinking* has sold 240,000 copies in Japan, writes on:

How the Japanese mind works

THE WEST has always had difficulty in understanding the Japanese mind because we have insisted on regarding it as complicated rather than different. If you look at Japanese thinking through Western concepts it is incomprehensible just as a Welsh if you listen to it in English.

Ego and pattern
In the West our religions and culture have worked hard to simplify the ego: personal reward and personal punishment; heaven and hell; sin and virtue; personal success and personal failure. It is a push/pull system designed to make people function properly as individuals so that a collection of them will function properly as a society. Personal ambition and its opposite, self-denial, are essential parts of the system.

In the East it has been the other way round. Religion and culture have tried to suppress the ego and to dissolve it into the fixed patterns of nature and society. This trend is common throughout the Far East. But the island nature of Japan and its deliberate isolation for centuries have crystallised the patterns more than anywhere else.

The fundamental point of difference is that the Western mind is based on the ego and the Japanese mind is based on the pattern. From this basic difference arise all the other points of difference. Once you realise you are dealing with a pattern system the differences become obvious and are no longer incomprehensible.

A pattern is an expected way of behaving. It is also a structure in terms of status, responsibility, available modes of action, channels of communication, different interfaces, etc. This may suggest the Western concept of "organisation man." It must be remembered, however, that the Western organisation man integrates his home life, pleasures, and business life into one. He invites the boss home for dinner, does not get drunk in town, has his wife vetted by the boss before he can be promoted. In Japan the business role is only one of several other roles and no Japanese businessman could dream of bringing business home. During the war in a Japanese prison camp a prisoner caught a beautiful butterfly and was so admiring it that he failed

to salute a sentry who beat him up and took him to the commandant for further punishment. But the commandant looked at the butterfly and invited the man to drink tea with him. The commandant had switched from the traditional aesthetic role. The sentry, however, only had a single unalterable role.

Job mobility
Westerners find the idea of lining up workers in the morning to sing company songs very bizarre. It is felt that workers should rebel against this regimentation imposed on them by the company. In fact far from imposing its songs on the workers the company is helping them by creating a definable role.

Group-think
All Japanese decisions are the result of group-think. It takes an amazingly long time for decisions to be made because each person has to contribute to the group idea pool. No single ego is strong enough to carry through a decision on his own alone push it through in the face of opposition by others. Each person is brought into the decision process and each person's views listened to without being judged.

Saturate field
The decision field is saturated with facts, forecasts, analyses, and even ideas and gradually the decision begins to form itself and emerge. This is quite different from the Western concept of a decision where one person puts forward his views and then these are attacked. In the end either his decision overcomes the opposition and is used or a dialectic synthesis is achieved. Western decision-making like thinking is based directly on the YES/NO system. But the Japanese system is to saturate the field and let the decision emerge without ever having to use YES/NO judgments. A Japanese businessman will rarely say NO. To the frustration of a Western businessman, he will simply allow the idea to develop that the deal is not going to emerge.

Contract point
In the Western YES/NO system there is a contract point before which nothing much happens and after which every-

thing happens. This is not necessarily so in Japan. For instance I often receive contracts for the publication of my books long after the books have in fact been published. The chairman of the Kuwait oil company once complained to me that he had come back from a Japanese shipyard where he was willing to sit down and sign a contract for a 300,000-ton tanker but no one in the yard seemed capable of signing the contract. He expected that nothing would happen before signature of the contract and everything afterwards. In fact the ship was probably being built while he was negotiating. If you are still dealing with a Japanese firm after the initial approach stages then the deal is as good as agreed upon. What remains to be sorted out for the contract are the details which give the fairest terms to both sides.

Both intelligent
Unlike the Western businessman the Japanese businessman always assumes that the person he is talking to is at least as intelligent as himself. He is not out to make a fast deal by being brighter than the other man. The assumption is that with two intelligent people neither will be able to deceive the other or even try. This does contrast with the West, and especially

the U.S., where sharp wheeling and dealing is a basic part of business.

Centralised
I was in Japan with a vice president of Time/Life and he wanted to buy a particular Nikon camera. His camera contacts were of course excellent but the camera was nowhere to be bought. It turned out that there had been overproduction of cameras the year before so all companies making cameras had cut back production. The overproduction had been in the cheaper cameras and Nikon had no difficulty in selling every camera it produced. Nevertheless Nikon had cut back along with the rest. A company is part of a larger pattern (national trade association, etc.). This allows the sort of centrally directed economy that has been the subject of much comment and even envy abroad. It is this sense of belonging to a pattern that makes impossible the "what you can get away with" idiom or "I'm all right, Jack" which is characteristic of an ego based society.

Efficiency and Effectiveness
An Englishman, by contrast, wants his own ideas not someone else's. Moreover he feels that to copy is cheating. But a Japanese regards an idea as a tree in the collective mental landscape. It does not belong to

anyone in particular. It is there to be looked at, admired, and used by everyone. It belongs to humanity once it has come about. The Japanese are possibly among the most inefficient people in the world. It is a heavily bureaucratic system with all the inefficiency that implies. The Japanese attempt to launch their own satellite failed four times and rockets; Cockerell and the hovercraft, etc. The Japanese find this ego-push creativity into the satellite itself. My own almost impossible for if someone publishes often forget to send royalty statements for years on end. With the exception of companies like Toyota, the productivity per worker in Japan is about half what it is in West Germany and a quarter what it is in the U.S.

But efficiency is a Western concept. The Japanese prefer a different concept—effectiveness. If one man paints a lamp-post in two hours that is efficiency. If ten men paint the same lamp-post in one hour that can be effectiveness. Efficiency is concerned with getting the job done with least waste and cost. Effectiveness is concerned with getting the job done properly.

Strength
The strength of Japan arises from this unique combination of tight structure and organisation with an eagerness to embrace new ideas. Thus alongside the rigid Shinto patterns there is the strand of Zen with its emphasis on breaking out of conventional prisons. In the Western YES/NO system change is the result of attack on the old idea until from the conflict and chaos a new pattern emerges. The Japanese prefer to hold on to the old patterns and then suddenly switch over directly to new and better ones.

Soon after the Meiji restoration in the middle of the last century it was decided to switch over to Western patterns. Within a few years there was an Asot with gentlemen in grey toppers and ladies in Asot gowns.



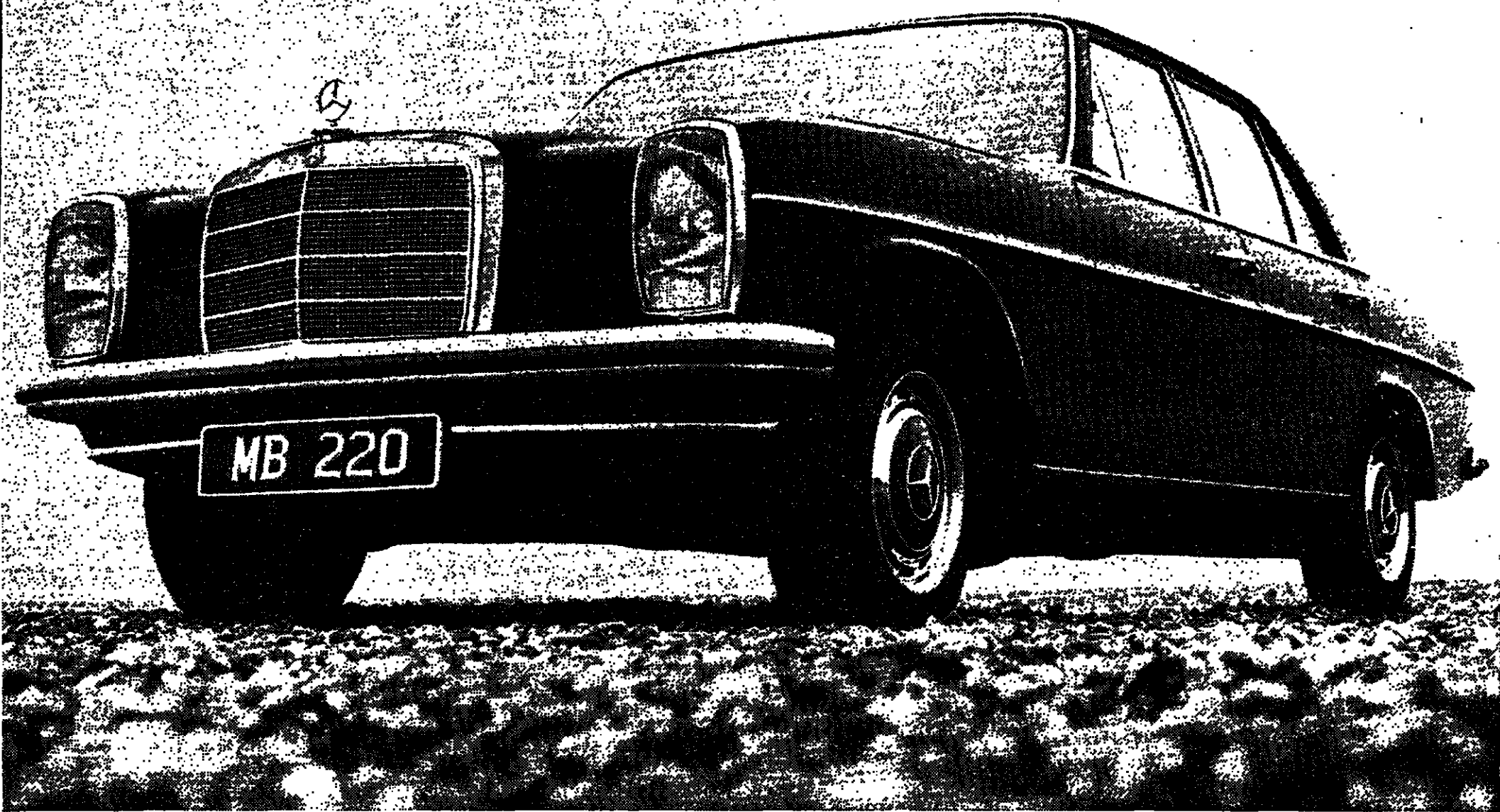
Edward de Bono, author of *Lateral Thinking for Management, The Use of Lateral Thinking and Technology Today*.

working, and thorough. Once they are set into the working pattern they will work hard and complete the job. They would find it as difficult to slack or break off as a golfer would to stop in the middle of his game.

Effectiveness does not mean that the Japanese have access to an abundance of cheap labour. This is a Western excuse/myth to account for Japanese effectiveness. What it does mean is that the people are meticulous, hard-

working, and thorough. Once they are set into the working pattern they will work hard and complete the job. They would find it as difficult to slack or break off as a golfer would to stop in the middle of his game.

Effectiveness does not mean that the Japanese have access to an abundance of cheap labour. This is a Western excuse/myth to account for Japanese effectiveness. What it does mean is that the people are meticulous, hard-



Mercedes-Benz 220 2.2 litre, 4 cylinder, 116 bhp. Top speed over 100 mph.

In the last few months three life insurance companies have resigned from the Life Offices Association.

What's wrong with the LOA

BY JOHN CLOVER

LAST WEEK two more members of the Life Offices Association resigned. Current events are conspiring to throw a fierce light on the life insurance industry. The Scott Committee, the release of the Press of some of the evidence submitted to it, and a general feeling of unease as to the manner and extent of supervision of life insurance companies, have all contributed to a realisation that we may not, in present and developing conditions, be living as we thought in the best of all possible worlds.

Procedure

In the middle of this controversy there stands the LOA. It is idle to pretend that everyone is satisfied with the LOA. Moreover, it is perhaps worthy of note that this dissatisfaction is felt in a greater or lesser degree by those both inside and outside the organisation. The grounds for dissatisfaction are varied. Those inside resent those outside being able to operate on an uncontrolled basis, particularly as regards commission agreements. They suggest that the present LOA procedure in relation to new and smaller companies is akin to allowing burglars to ply their trade without let or hindrance until they have amassed sufficient wealth to become respectable and apply for admission to the police force.

Those outside the organisation appear divided into two camps. On the one hand there are those who feel they are categorised as second-class citizens. On the other hand, there are those who feel far from inferior and think of the LOA as a cosy club, egalitarianly inclined and so far removed from the market place that they have little to offer a progressive organisation except chains.

In these confused circumstances one approach to the problem would be to ask the question "If the LOA was formed to-day what would its purpose be?" It is possible to identify three quite different jobs that require to be done and perhaps we could take a look at them. They are (not necessarily in order of importance):

(1) Control and regulation of the industry and its permitted practices.

(2) Representation of the views of the industry to Governments.

(3) Enlargement of the public image of the industry and the vigorous promotion of life insurance as an essential financial service and savings medium.

The LOA has never appeared too certain of its role when considered in these terms. It may have attempted the impossible in

trying to cover the waterfront and accomplish all three objects at once. Failure (for such it is) in the marketing area has, attracted most criticism notably from the more progressive and market orientated companies.

In my view, this failure springs from the fact that the LOA has tended to concentrate on (1) and (2) above and is represented therefore at LOA meetings by senior technical experts. Marketing representation is rare. Yet many people think that the LOA's principal and most useful function should be to increase the sales of the product by bringing it ever more forcefully before the public.

In the main the LOA appears, at least to critical eyes, to see itself as a regulatory body with legalistic overtones. The only snag about this approach is that the LOA has no statutory or any powers whatsoever to regulate anything. It thus finds itself doing the job of a supervising government department, and "for free" at that. It can only act on the basis of agreement and pleas for adherence to the rules of the club.

It is almost impossible to get all the multiplicity of interests to agree. Therefore the LOA has to pursue a course which is by its nature a compromise.

Superintendent

It seems to me that Britain needs a Superintendent of Insurance, who would be independent of the LOA and of the industry. The appointment of an insurance superintendent at least has the merit that everyone would know where they were and what they could and could not do. The industry has not made a particularly good job of regulating itself. Look at the recent attempts to form organisations to deal with equity-linked policies and with property bonds. I believe that the LOA should stop trying to play so many different roles at once. The industry needs three separate and distinct bodies to perform three totally different tasks:

1—A Superintendent of Insurance with wide statutory powers.

2—An LOA giving up entirely its regulatory role but continuing to represent in the technical field the views of the industry to governments.

3—A new top-level organisation designed to represent the industry vis-a-vis the public and vigorously campaign for, and advance, the life insurance cause.

John Clover is vice-president for the U.K. of Confederation of Life Insurance Companies of Canada.

The more you admire two-litre cars the more you'll appreciate the Mercedes-Benz 220

There are some very good two-litre cars on the road. In this highly competitive sector of the car market, they have to be good.

Mercedes-Benz invite you to judge the 220 against that good standard and find that you really do get more. More endurance, for example. More ability to retain first-class condition so that your initial investment is protected by low depreciation. More in every aspect of total car design...

More Performance

By performance Mercedes-Benz don't just mean 100 mph-plus top speed. They mean performance you can use. What Mercedes emphasise is the supremely relaxed above-average cruising speeds, whatever the condition of the road surface, and the important extra margin of acceleration, if required, at medium overtaking speeds. The Mercedes-Benz 220 4 cylinder 2.2 litre engine develops 116 bhp SAE with a top speed of 104 mph.

If you want more edge to that performance, take a look at the Mercedes-Benz 250 with a 6 cylinder 2.5 litre engine that develops 146 bhp and a top speed of 112 mph.

More Comfort

The designers of the 220 and 250 have achieved the spaciousness of larger Mercedes saloons within a more compact body. Seating is orthopaedically shaped to reduce fatigue. Comfort to Mercedes-Benz is never a matter of ornate trappings but of finely calculated lay-out. You have precise finger-tip control over a machine that responds effortlessly. The car does the work. Not you.

More Reliability

"At 25,000 miles the car is still rattle-free... the engine and transmission are better than new" said one Mercedes owner. Such reactions are typical of men who choose a car that has set engineering standards that others simply cannot afford to follow.

More Personal Safety

As always, the cost of safety has not daunted Mercedes engineers. No other manufacturer devotes so high a proportion of his turnover to the pursuit of safety. The 220 and 250 combine both

passive and active safety features. Things like individual wheel suspension with anti-dive control, anatomically correct driving position and all-round dual circuit disc-brakes. However, should a collision be unavoidable, the Mercedes-Benz "safety cell" (a rigid passenger compartment with impact absorbing zones front and rear), anti-burst door locks and impact absorbing steering column all help to reduce the possibility of serious injury.

The 220 and 250 are cars that deserve to be tested and talked over with the experts like any other important investment. Your nearest Mercedes-Benz dealer will be ready to do so. Alternatively, write to the address below for a brochure on the 220 or 250 and other cars in the range.

Mercedes-Benz (Great Britain) Ltd.
Great West Road, Brentford, Middlesex.
Telephone: 01-560 2151.

For enquiries about tax concession purchase, contact Export Division, Park Lane, London W1.
Telephone: 01-629 5578



Mercedes-Benz: the end of compromise

THE FINANCIAL TIMES

(Established 1888)
Incorporating THE FINANCIAL NEWS
(Established 1894)

Head Office Editorial & Advertisement Offices:
BRACKEN HOUSE, CANNON STREET, LONDON, EC4A 3BY.
Telephone Day & Night: 01-248 8000. Telegrams: Finantime, London
Telex: 886241/2, 883897

FOR SHARE INDEX AND BUSINESS NEWS SUMMARY RING: 01-246 7516
Birmingham: George House, George Road, Birmingham B3 7QY
London: 100 Broad Street, London EC2M 1YU
Manchester: 100 Market Street, Manchester M1 1PL
New York: 100 Wall Street, New York NY 10038
Paris: 100 Boulevard des Capucines, Paris 75001
Rome: Via della Mercede 28, Rome I-00186
Tokyo: 100 Marunouchi, Tokyo 100
Washington: 1000 Pennsylvania Avenue, Washington D.C. 20004

TUESDAY OCTOBER 5 1971

Consumers begin to spend

MR. BARBER'S mini-Budget of July 19—in which terms control of fire purchase was lifted and purchase-tax reduced—has had a greater impact than generally anticipated on consumer spending. Retail sales as a whole rose sharply in July and August: during these two months they were 1½ per cent. higher in terms of volume than during the second quarter. Shops specialising in durable goods did a particularly brisk trade, with sales during the last couple of months 10 per cent. up on the second quarter level.

It is the more expensive durables, especially television sets, which have been selling best, partly because price cuts are more attractive in their case, partly because they benefit most from easier credit. Credit sales by retailers, in fact, were 12 per cent. up during July and August. The amount of new credit extended by finance houses, mainly for cars, was up even more dramatically, by 30 per cent. over the second quarter. The amount extended in August alone, which is always a good month because of the new registration letter, was 110 per cent. more than a year before in the case of new cars and 74 per cent. more in that of second-hand cars.

Cars on HP

The total debt outstanding to finance houses and retailers was tending to grow even before the July measures were announced and is now £98m. higher than it was at the low point of end-March. Similarly, the clearing banks were working hard to expand their personal loans before the new system of credit control came into force at the end of last week and may have got them up by as much as £30m. during the month to mid-September. Even if consumer spending financed by credit does not continue to grow at this pace,

the outlook is reasonably good: while car sales normally fall off for purely seasonal reasons in the autumn, demand for household durables should continue to rise now that the holiday period is over and Christmas is approaching. Competition between the banks and finance houses to lend will help to bring down an unexpectedly high savings ratio and stimulate personal spending as a whole. The demand for household goods is likely to be further encouraged by the revival in private house-building, itself a result of the high level of building society lending on mortgage.

More imports

This recovery in consumer expenditure is entirely welcome as the first step in the Government's attempt to take up slack productive capacity and expand the economy by 4½ per cent. between the first halves of this year and next. But two points ought, perhaps, to be made about it. The first is that the recovery will do nothing to help business activity at home to the extent that consumers spend more on imported goods. In the case of cars, the growth of sales during the past couple of months has greatly exceeded the growth of output and exhausted stocks. In the case of household durables, the domestic industry is exposed to considerable competition from countries like Italy and Japan. In both cases, the increased protection of the U.S. market (whether through a surcharge or devaluation of the dollar) may lead to a more determined assault on the U.K.

The second point, which is of considerable political significance, is that even an upturn as great as that at which the Government is aiming, though it should prevent unemployment from rising much further, is unlikely to reduce it markedly for 12 months to come.

Vital session for Stormont

NO ONE is in a hotter political seat than Mr. Bryan Faulkner, the Prime Minister of Northern Ireland, where the Stormont parliament reconvenes to-day. It is impossible to argue convincingly that the situation in the province is any better to-day than when internment was introduced in August, and in some respects it is worse. There have been two developments of the highest importance which may make this session Stormont's last.

There has first of all been a damaging political polarisation. The Catholic politicians are refusing to have anything at all to do with Stormont; they have walked out of parliament, they are abstaining from local councils, and they will not go to Mr. Maudling's discussions. They insist that the internees must be released or charged, and while their intransigence on this point has put them into a corner, any compromise will reduce their influence still further with the Catholic population.

Disaffection

Similarly, Mr. Faulkner's Unionist Party is rent with disaffection. He has powerful opponents inside Stormont such as Mr. William Craig, who would probably like to take over the party, and Mr. Ian Paisley and Mr. Desmond Boal, who are planning to set up a new party of Protestant loyalists. In both cases the appeal is to the Protestant majority which believes that Mr. Faulkner and his predecessors have been too weak with the terrorists and too ready to give power to the minority. Rightly or wrongly, most of the official Unionists in Stormont are under this attack, and if an election were called to-day more than half of them would not even be re-elected by their constituency associations. Protestant opinion in general has moved far to the right.

Possibly worse than this increasing political polarisation is the physical division of the country. Protestants are physically moving of the right wing of the away from each other, leaving peaceful co-existence among all racial areas and setting up sectarian ghettos. Companies are having greater difficulty in employing people from both the Stormont session starting in Belfast a large part to-day may be the last act in of the British army's energies the Anglo-Irish tragedy.

Horrendous

Their patience, and the restraint urged on them by even right-wing politicians, cannot survive such attacks indefinitely. The Army regards open rioting between the communities as the worst possible development, but knows it may happen. If the terrorists are not stopped soon, then the price for restraining the Protestant population may well be a surge of support for the hard-liners and the collapse of Mr. Faulkner's Government.

Both alternatives are horrendous for the British Government. If the Army were caught in the middle of civil war between the religious communities, nothing short of martial law or direct rule could restore even a semblance of ordinary life. If the only Government capable of holding sufficient capable of holding sufficient Catholics are physically moving of the right wing of the away from each other, leaving peaceful co-existence among all racial areas and setting up sectarian ghettos. Companies are having greater difficulty in employing people from both the Stormont session starting in Belfast a large part to-day may be the last act in of the British army's energies the Anglo-Irish tragedy.

Europe's carmakers look to the luxury end of the market

With the Paris Motor Show opening this week, James Ensor, Motor Industry Correspondent, investigates Europe's luxury and executive car markets, "where the real profits are made"

THE MAJORITY of the cars which the public will see for the first time at the Paris Auto Salon this week, or at the London Motor Show later this month, will be luxury models. Mercedes-Benz will display its new 350 SL sports car and 350 SLC coupe as well as its V8 engine saloon. BMW will have its new three-litre saloons and coupes; Peugeot an estate version of its 504 two-litre saloon; and Volvo a fuel-injected version of the 164 as well as a new sports-estate car. Alfa Romeo and Lancia will show their new two-litre and Rover a new version of the Rover 3500.

Energy and innovation

By contrast with this display of energy and innovation in the £2,000-plus market, the volume manufacturers will have little to show. The Cortina, Marina and Firenza have not appeared at motor shows before, but they are already well known to the public. The importers have little new, except for Fiat which will show its 127, designed as a rival to the ever-popular British Leyland Mini. Renault, which is also planning a new rival to the Mini, will not have it ready until next year but instead will show its new 15 and 17 sports coupes which are the most expensive and luxurious cars that it has ever produced.

All the major European car producers are turning their attention to the luxury and executive car markets. It is in the upper sectors of the market, rather than the bread-and-butter volume sectors, that the real profits are made. Buyers are less likely to question price variations of a few pounds when buying a new two- or three-litre model than the buyers of a 1300 c.c. family car. They are also more ready to pay extra for advances in performance, comfort or styling. As a result, while profit margins in the volume sectors are so slim that a company like Volkswagen or Austin-Morris can only make money when it is producing at close to capacity, several of the specialist producers of luxury cars are earning handsome profits.

Most observers of the industry have been forecasting that the smaller car producers will have to merge into powerful units in order to survive. The future of each of the remaining independents has been questioned. But a glance at the statistics shows that the opposite has been happening. Last year, the most profitable European motor company—measured by net return on assets—was Peugeot, which is one of the very remaining independent small car producers.

Peugeot has concentrated on building more luxurious and more robust cars than its competitors and on gaining a solid place among the professional middle-class buyers. The strategy has apparently succeeded. Mercedes-Benz, whose £1,250m. turnover is entirely based on luxury cars and heavy trucks, ranked as the second most profitable European motor manufacturer last year. In 1969 the pattern was similar with BMW, which specialises in high-quality, high-performance saloons, showing the best financial results—despite its modest production. Among the British producers, the same trend is apparent. Although there are no published figures, it is clear that Rover and Jaguar produce a better return than any of the four big volume manufacturers.

The quality car market is growing rather more rapidly than the volume sectors in most European countries. In the wealthier markets such as Sweden, cars of two-litres and over already account for a quarter of sales; the Volvo, for instance, is a favourite of shipyard workers who value its low depreciation rate and reliability. In Britain, too, the two-litre class has shown better growth over the past five years than any other sector of the market.

It is hardly surprising that this market should have attracted the interest of so many manufacturers, but what is surprising, perhaps, is that the smaller companies appear to have withstood and repulsed the onslaught of the big manufacturers. In Britain, Rover and Triumph—which are still operated as independent companies within the Leyland group—dominate the two-litre class. Their major challenge comes not from Ford or Vauxhall but from Volvo, which sold more cars in this price class in the first six months of 1971 than Ford.

Mercedes-Benz, whose £1,250m. turnover is entirely based on luxury cars and heavy trucks, ranked as the second most profitable European motor manufacturer last year. In 1969 the pattern was similar with BMW, which specialises in high-quality, high-performance saloons, showing the best financial results—despite its modest production. Among the British producers, the same trend is apparent. Although there are no published figures, it is clear that Rover and Jaguar produce a better return than any of the four big volume manufacturers.

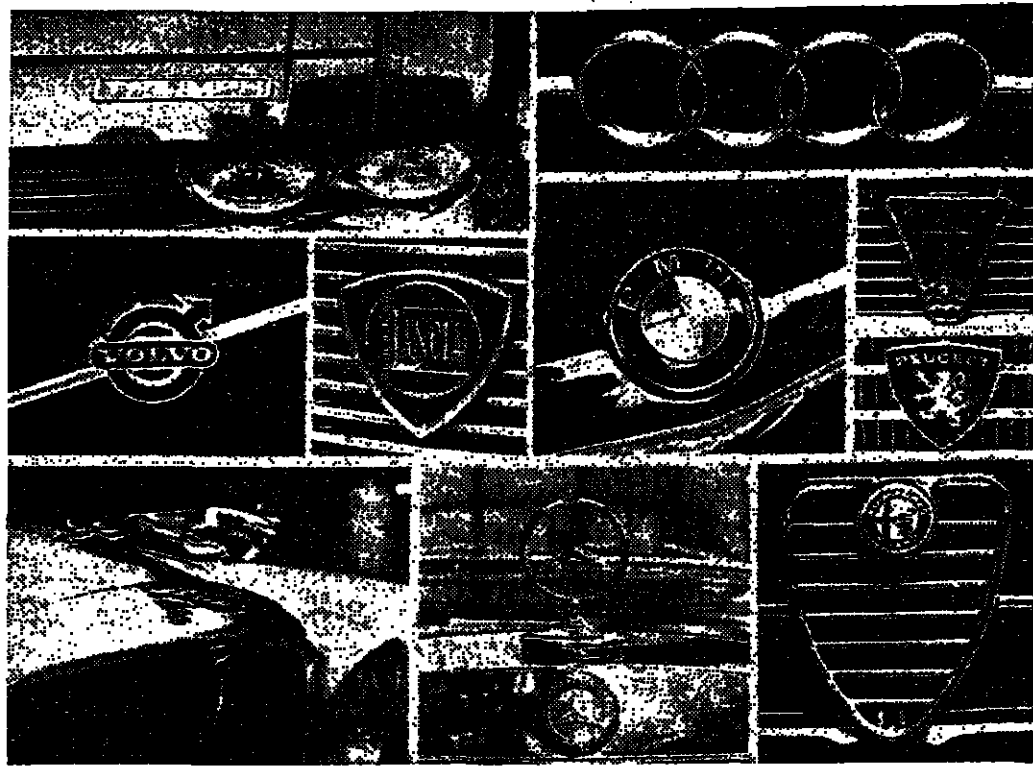
The quality car market is growing rather more rapidly than the volume sectors in most European countries. In the wealthier markets such as Sweden, cars of two-litres and over already account for a quarter of sales; the Volvo, for instance, is a favourite of shipyard workers who value its low depreciation rate and reliability. In Britain, too, the two-litre class has shown better growth over the past five years than any other sector of the market.

It is hardly surprising that this market should have attracted the interest of so many manufacturers, but what is surprising, perhaps, is that the smaller companies appear to have withstood and repulsed the onslaught of the big manufacturers. In Britain, Rover and Triumph—which are still operated as independent companies within the Leyland group—dominate the two-litre class. Their major challenge comes not from Ford or Vauxhall but from Volvo, which sold more cars in this price class in the first six months of 1971 than Ford.

Stiff challenge from BMW

The position is similar in every European country. In Germany, Mercedes still easily dominates the luxury car market and faces its stiffest challenge not from Ford or Opel but from the much smaller BMW. In France, Peugeot now leads the two litre class with its 504 which has overtaken the Citroën DS. In Italy, Alfa Romeo outsells Fiat in the more expensive price ranges and its cars carry much more esteem than the cheaper Fiat.

Curiously, the volume manufacturers have almost always failed when they have attempted to produce larger or more luxurious cars. The Austin 3 litre and the Vauxhall Cresta are the most glaring examples of unsuccessful large cars produced by companies which have shown considerable skill with their cheapest models.



THE EUROPEAN LUXURY CAR PRODUCERS

	Output in 1971	Net profit on assets	Model range
Peugeot	500,000	9%	1100; 1300 and 2 litre
Mercedes-Benz	280,000	5.5%	2 to 6 litre
British Leyland	245,000	?	1300; 1500; 2, 2.5 and 3 litre
Triumph	150,000	Loss	2 and 3.5 litre
Rover	60,000	?	2.3 and 4.2 litre
Jaguar	35,000	?	
Volvo	205,000	3%	2 and 3 litre
Audi (Volkswagen)	180,000	3.5%	1600 and 1900 cc
BMW	140,000	4%	1600; 2000; 2.5 and 3 litre
Alfa Romeo	100,000	2.5%	1300; 1600; 2 and 3 litre
Lancia (Fiat)	50,000	Loss	1300; 1600 and 2 litre

But there are plenty of others: the large Ford and Opel have durability which has taken them only modestly in Britain years to establish. BMW and Germany, and the first Alfa Romeo enjoy a similar exclusivity through their poor start in its domestic market.

Experience in building cheap cars, where low price and economical performance are paramount, often seems to prove a handicap when a design team switches its interest to a luxury car. The design of executive cars is generally more advanced in terms of performance, roadholding and durability, and it is often difficult for the designers to rid themselves of small car preconceptions.

Clearly there is also an element of prestige involved. Jaguar and Mercedes have reputations, derived partly from historic motor racing successes and partly from having been the best-known luxury car manufacturers in Europe, which are difficult for newcomers to emulate. Peugeot, Volvo and Rover have a well-deserved reputation for reliability and durability which has taken them only modestly in Britain years to establish. BMW and Germany, and the first Alfa Romeo enjoy a similar exclusivity through their poor start in its domestic market.

The value of prestige

The prestige which surrounds some of these smaller companies is often worth several hundred pounds on the sales price of their cars. They are able to command substantially higher prices than similar cars produced by the volume manufacturers, this in turn offsets their high production costs and enables them to compete on an equivalent basis. BMW, for instance, has been able to sell its 1600 and 2002 models at much higher prices than competing Ford and Opel which offer the same standard of performance.

This entrenched advantage of the specialist manufacturer has

their car production by some 30 per cent., which was more than that achieved by any other European producer. British Leyland's own specialist car division is also expanding as rapidly as the Corporation's limited finances will allow. Both Jaguar and Rover are scheduled to double their recent production within the next four or five years—by which time they may be able to meet the pent-up demand for their cars.

Some of the specialists, in fact, show signs of taking the battle directly into the mass market. Alfa Romeo, with the benefit of finance from the State holding company, IRI, is opening a new factory near Naples this year. This will build a 1200 c.c. Alfa of relatively high price and performance that will be a direct challenge to Fiat's 124 and 125. Production will build up to 500,000 a year.

Superior in design

Peugeot is already a medium sized manufacturer. Its strategy has been to cover the small car market, but with models which are superior in design and performance to its competitors. The suspension system for the 204, for instance, costs four times as much to manufacture as the Ford Escort's. Despite its high price, the 204 has become the most popular car in France. Over the next four years, Peugeot plans to extend its range downward and upwards—with its first six-cylinder car—and raise its production to 800,000 cars a year.

Volvo also has plans for a rapid increase in output doubling its 1970 performance by the end of the decade. It will limit its attention to the two litre class and above because with high Swedish labour costs it could not hope to compete in the European small car market. Volvo currently exports 60 per cent. of production and expects this to rise to 75-80 per cent. over the next few years. It will continue to concentrate on a narrow model range, whose prime sales features are durability and low maintenance costs.

It is inconceivable that any of the luxury car manufacturers should ever rival Volkswagen, Fiat or Ford in output—though Daimler-Benz already ranks second among the Europeans in turnover. Mostly they disdain any intention of competing in the volume markets with the big companies since they cannot match the value for money which Ford or Volkswagen offer. Equally, they are coming to seem virtually impregnable in their own profitable luxury market.

MEN AND MATTERS

Following her star

It has taken some special arrangements by the Science Research Council to persuade Professor Margaret Burbridge to return to this country after a 20-year job in the U.S. to take up the job next year of director of the Royal Greenwich Observatory (which is not at Greenwich any longer, but at Herstmonceux, in Sussex). For Mrs. Burbridge is half of a highly unusual husband-and-wife team working in astronomy, and to bring her back to Britain, her husband, Professor Geoffrey Burbridge, has also been offered work here, and they are coming back together. The SRC is not saying what he will be doing. But their partnership has lasted so long—they married in 1943 after being at the same university—and been so close—they are co-authors of Quasi-Stellar Objects and many scientific papers—that it was a question of both or neither.

At present, she is professor of astronomy at the University of California, San Diego, and he is professor of physics at the University of California, San Diego. She is the observer, the one who watches the heavens by optical means. He is the theoretician, the astrophysicist. This combination of skills is necessary on most contemporary astronomical questions. These two happen to be married to each other, both in their forties, with one daughter. To bring back to Britain two of the earliest "brain-drainers" is something of a coup for the Science Research Council.

For Margaret Burbridge has what few astronomers in the U.K. have, and that is continuous experience of big telescopes. She has been working on the 120-inch Lick telescope in California, and will have a big say in the use, not only of the new 98-inch Isaac Newton telescope at Greenwich, but also of the 190-inch Anglo-Australian telescope to be completed by 1974 at a shared cost of £5m. at Siding Springs, New South Wales.

She may also be able to take a fresh look at the work of the Greenwich Observatory. Her post has now been separated from that of Astronomer Royal (traditionally the two went together) and it is felt that she may be able to generate at Greenwich some of the intellectual excitement over new ideas that have been more characteristic of university astronomy departments than the nautical-orientated Royal Observatory.

They will be distributed round Chinese farms, for breeding. The Chinese are also showing interest in buying Hereford cattle for the same purpose. And China is not the end of the trail. For the British Agricultural Export Council says there are signs that Mongolia, which already has a remarkable 20 cattle per head of population, may soon be in the market here for the Galloway breed.

These little pigs went to China

Many of the cheaper sausages we eat have skins made from the intestines of Republican Chinese pigs. Their intestines arrive here, to be converted into "casings," marinated in barrels. But the trade is not all one way. This week-end, the final consignment of a £100,000 order for British pigs for the People's Republic will set out on the six week voyage to Whampoa. Because an English Large White tends to get stiff lying in a sty, British Livestock, the company doing the exporting, has just had two Chinamen up from the legation in London to arrange for the pigs to be taken for walks round the deck of the good ship Chang-Su during the journey.



No ad. for ATV

The BBC's Listener magazine has scruples about who advertises in it. Associated Television, for instance, has just

Awaiting the chop

"So far there have been no staff changes this year. We are still looking to the Lord for a gullion operator..." —letter quoted in Crusade; journal of the Evangelical Alliance.

Observer

Blue Nun and the Grapevine.

The company you keep. The places you're seen in. What you eat and what you drink. There's always somebody who sees and knows and passes on the good news. So when you're being seen in the best places, be seen with Blue Nun. It's a crisp Rhine wine. With a cool elegance that goes with every meal. Slightly chilled, Blue Nun easily turns a happy meeting into a memorable one.



SICHEL'S BLUE NUN ENTERTAINS—RIGHT THROUGH THE MEAL

Skyline Hotel HEATHROW

FINANCIAL
TIMES
SURVEY

Catering for the growth of international travellers

By MICHAEL DONNE

The increasing number of hotels either at, or close to, Heathrow Airport, London, reflects more clearly than anything else the growing international character of that airport and its traffic.

During 1970, the number of passengers handled on scheduled air transport services through Heathrow rose by 9 per cent to over 15.6m. Out of this total, the number of passengers moving through the airport on international, as opposed to U.K. domestic, services amounted to nearly 12.6m., an increase of 11.3 per cent. The significance of these figures lies not only in their sheer magnitude, but also in the fact that the rate of increase in the number of international passengers was faster than that of total traffic.

Busiest airport

Heathrow, in fact, in terms of the number of international passengers handled annually, is now the busiest airport in the world. Figures issued by the British Airports Authority show that in 1970 the volume of international passengers at Heathrow was about 3.4m. higher than that of its nearest rival, Kennedy, New York (at nearly 9.2m.), and getting on for

double the figure for Paris, Orly, at nearly 7m. Of course, there are several busier airports than Heathrow in terms of total passengers — Chicago O'Hare, for example, is the busiest in the world with nearly 28.7m. passengers in 1970, followed by Los Angeles International at 20.8m., Kennedy at just over 19m., and Atlanta, Georgia, at over 16.6m. Heathrow lies fifth in the list.

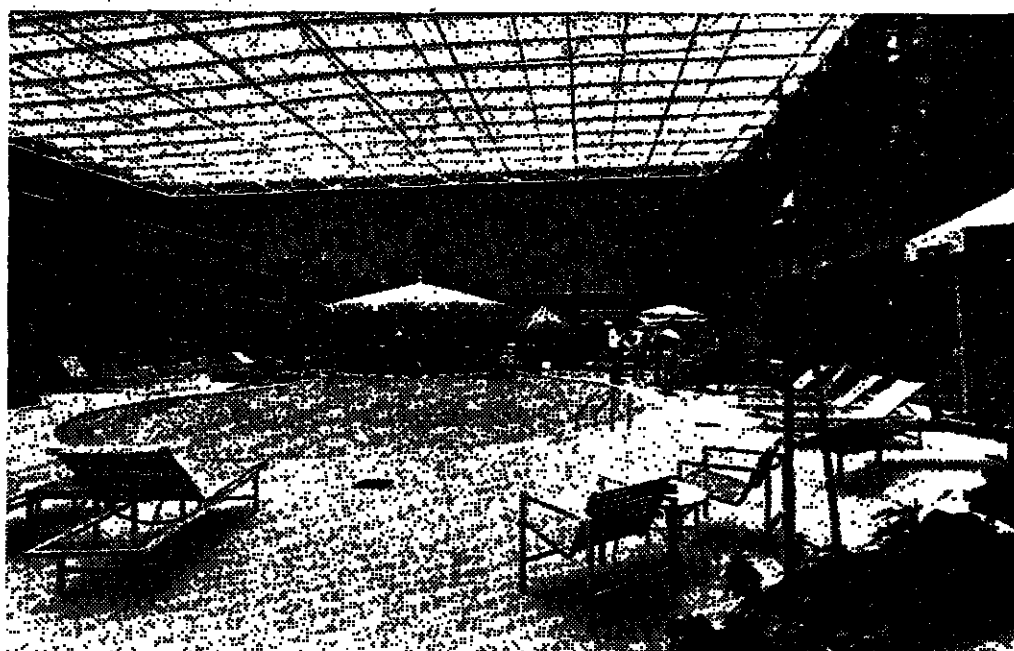
But what puts Heathrow above all these other airports in terms of international traffic is the simple fact that the four U.S. airports mentioned handle annually a very heavy volume of domestic movements, with in some cases a comparatively small volume of international traffic (Atlanta, Georgia, for example). Indeed, apart from Kennedy, almost every major airport in Western Europe is busier in terms of international traffic than most American airports.

This international emphasis upon European airports in general and Heathrow in particular is considered certain to expand further, as air transport itself continues to grow. During the rest of this decade, it is expected that the total number of passengers moving through Heathrow alone will rise from last year's 15.6m. to reach as many as 25m. by 1980, of which it is expected that somewhere between 80 and 90 per cent will be international passengers.

It is reasonable to assume, upon the basis of present day experience, that a substantial volume of these passengers will be "terminal" passengers, that is to say, passengers either starting or finishing their air journeys at Heathrow. But at the same time, there is bound to be a substantial volume of traffic passing through the airport briefly—making "transit" stops of only perhaps a few hours' duration, or perhaps at best only one night.

Bed shortages

For such passengers, the journey into town, shorter though it has now been made in time by the M-4 Motorway, is still something that many of them will want to avoid, especially if hotel bed shortages in Central London itself persist, and particularly at peak seasons. For those passengers, the need of a bed near the airport is paramount, and it is this market that has given rise already to the rapid expansion in the number of hotels within easy reach of Heathrow. Upon the basis of the air traffic passenger projections already available, it can be argued that the number of existing or planned hotels at Heathrow will probably prove to be too small, and that before the decade is out a substantial number of additional hotels will have sprung up in the environs of the airport.



The patio at the Skyline Hotel.

It is not just to cater for the basic demand for beds and meals from international travellers that the Heathrow hotels boom has got under way. Many businessmen based in London are now finding it convenient to hold their conferences close to the airport, so as to spare their colleagues arriving from overseas or other parts of this country the tedium of the journey into town, especially if the visit is intended to be only a brief one of a few hours, or at best a single night. Inter-national companies especially, have existed around the airport. Sooner or later, even though he may not be able to go into town, the visitor will seek some kind of relief from the strains of his journey, and he may require cinemas and theatres, for example, in addition to a wider range of shopping facilities than

are currently available. These facilities would not necessarily merely depend upon the casual trade passing through the hotels, but also attract customers from the surrounding localities—who, in their turn, might welcome not having to travel to the city centre for their evening's entertainment. These ideas of making airport hotels more of focal points for the social life of the surrounding community have already been expressed by a number of architects and planners, and may yet be put into practice around Heathrow.

It is not only Heathrow, of course, that needs and is getting this kind of development. Virtually every major airport in the world now has at least one hotel close beside it, and at some of the bigger airports there are several hotels. The more the tendency to site airports further and further from city centres grows—for reasons of obviating noise nuisance, and because of rising land values, for example—the more it seems likely that hotel developments by themselves will not be enough, and that "social centres" in their own right will have to be developed, complete with all the appurtenances of civilised life, if those airports are not to be some soulless places and areas in which to live and work.

Chance offered

This appears to be particularly true in the U.K. in the case of the proposed third major airport for London at Foulness, in Essex, more than 50 miles from the centre of the city. This is expected to become one of the biggest airports in the world, handling perhaps as many as 100m. passengers a year by the end of this century. By then it will have developed round itself a complete pattern of life—it will be close to an industrial complex and a seaport, and will have a "new town" or two not too far away—but it will still need something "on site" in order to cater for the itinerant millions who will be passing through it throughout the year with perhaps only a few hours to spare. The fact that Foulness itself—or "Maplin," as many prefer to be called—offers the architects and planners the chance to start designing from scratch is an advantage that is rare given nowadays. As yet, the basic design for the airport has not yet been published, and not likely to be for some time to come, but it offers an opportunity for advanced thinking that will make Foulness-Maplin not only one of the finest airports in the world from an aeronautical viewpoint, but also one of the first to embody an integral part of its design: many of those facets of civilisation that so far have been lacking.

Modern life

For airports are not just places from which passengers start and finish journeys—they are part of the very fabric of modern life, and there neither no reason, nor any justification, for them to be as cold and impersonal as they have tended to become. Anyone who starts and finishes a journey one of the great London railways, termini either late at night or early in the morning will probably agree that these can be soul-destroying places, calculated to cause depression in the minds of travellers. For all that they are now built of marble, stainless steel and plate glass, some modern airport terminals are not very much removed from this and tends to engender a similar state of mind. If it is a chance of even a temporary escape is offered to a hotel-cum social-cum shopping centre not too far away, many passengers would probably seize the opportunity. It is a point that hot and other developers will interests at Heathrow at other airports in this country, and overseas might care ponder.

THE SKYLINE

was built by
M^cALPINE

and so were

THE DORCHESTER, SONESTA TOWER, HERTFORD, CHURCHILL, CAVENDISH, GOSFORTH PARK, INN ON THE PARK, ROYAL LANCASTER, EXCELSIOR LONDON AIRPORT, OLD COURSE ST. ANDREWS, EXCELSIOR GLASGOW AIRPORT.

The speed and efficiency of the Skyline's construction in just 20 months would not have been possible without the invaluable co-operation of the Client, their Architects, Engineers and Consultants and the sub-contractors, to all of whom M^cAlpine, civil engineering & building contractors since 1869, express their gratitude.

SIR ROBERT M^cALPINE & SONS, LTD.
40 BERNARD STREET, LONDON W.C.1.



The Dorchester



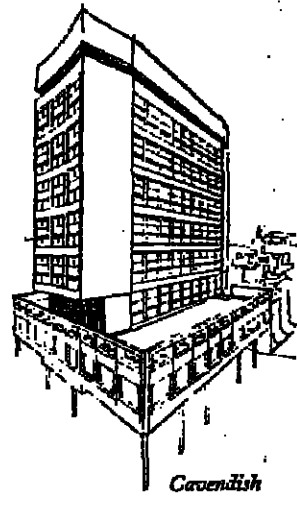
Sonesta Tower



Hertford



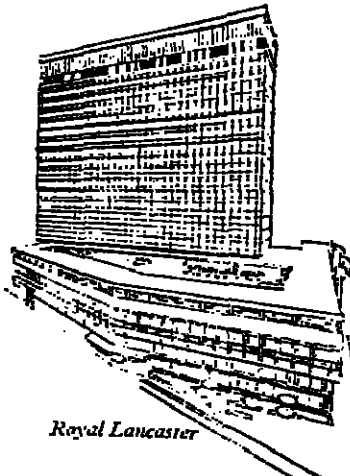
Churchill



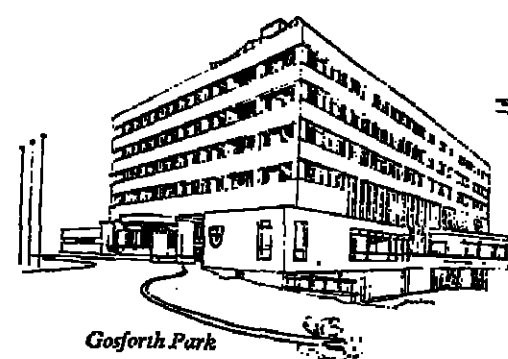
Cavendish



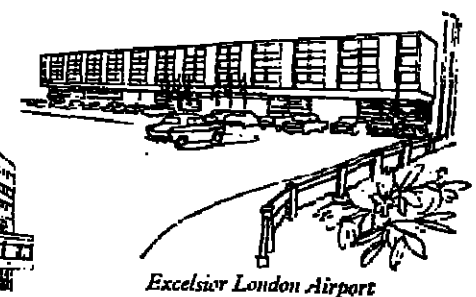
Inn on the Park



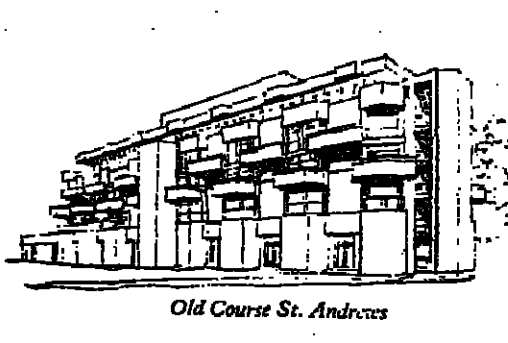
Royal Lancaster



Gosforth Park



Excelsior London Airport



Old Course St. Andrews



Excelsior Glasgow Airport

From today you'll find a world of difference at London Airport.

This morning we open Skyline London. Not just another hotel, but a hotel so different it could have come from another world. And it has.

Skyline London has its foundations in Canada. Not literally of course. It's a 360 bedroom luxury complex planted quite firmly on Bath Road, 2 minutes from London Airport.

But quite frankly, it wouldn't matter where it was. In concept, design and facilities, Skyline London is Canadian.

In fact, it's designed in such a way that you would hardly know you were in London, let alone at the airport.

The Colony Room.



Many of the bedrooms, instead of looking out onto the runways of Heathrow, face inwards, to the centre the hotel. And that, as you can see from our picture, is a kind of huge Caribbean Patio.

This helps to make Skyline a more complete hotel. A totally created environment with everything provided, even a beautiful view.

Truly, another world.

Our Caribbean Patio contains a full-size swimming pool surrounded by giant palm trees and hundreds of exotic plants from Spain, Brazil and Africa. There are even two rather splendid banana trees which will soon be bearing fruit and helping us to cut our overheads.

All around the pool there are lounge chairs and low tables. And in, or on the pool (depending which way you look at it) there is a bar with service. The bar actually overhangs the pool so you can swim up to it and get a drink. We have even installed seats underneath the water.

The Colony Lounge.



Our new hotel specialises in luxury facilities. And, not least among them are the bedrooms.

Triple glazed for extra sound proofing, they are decorated in period style and carpeted with deep shaggy rug. Each room is equipped with colour TV, bath, shower and a new type of air-conditioning that provides warm or cool air instantly, all year round.

We also promise some very comfortable beds which we have had made 6" longer than standard.

Also, to help you relax, you'll find original pieces of wood painting on the walls and every room has a special system of diffused lighting. As well as ample storage space.

And while we're on the subject of relaxing, you might sleep a little easier knowing that our room service operates 24 hours a day.

After sleep you'll need food. And Canadians don't, as you might think, live on fried eggs,

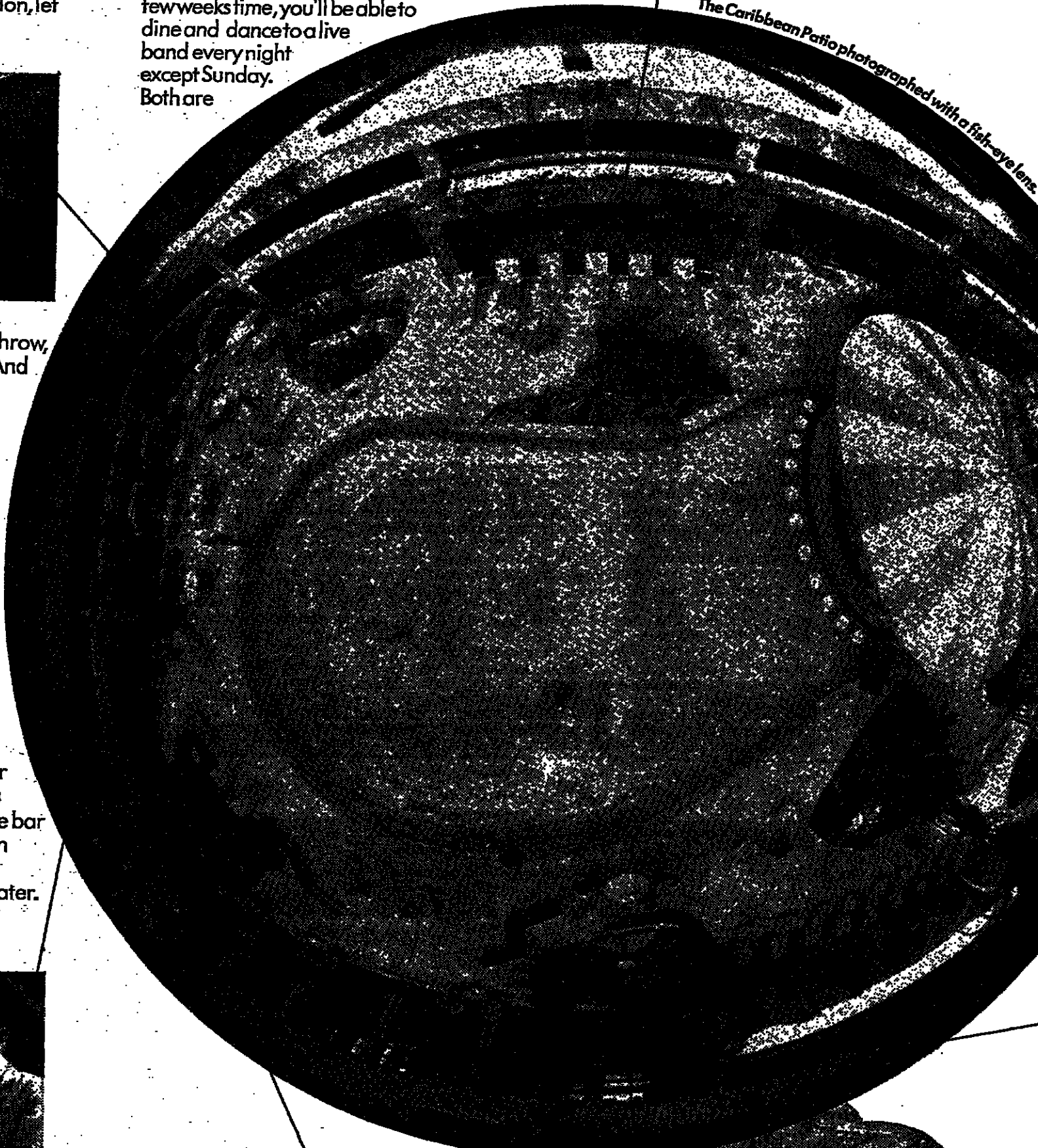
sunnyside up. Part of Canada is famous for its French cooking and we're part of Canada, so much of our food is prepared and served in the French manner. But we'll say no more. Words are not sufficient to describe good food. You'll have to try it for yourself.

Our restaurant is called The Colony Room which is pretty funny when you consider who's colonising whom. It's an intimate Edwardian dining room. Adjoining it there is a cocktail lounge where our barman will help you summon enough energy to reach The Colony Room. Where, in a few weeks time, you'll be able to dine and dance to a live band every night except Sunday. Both are

Le Cafe Jardin.



The Caribbean Patio photographed with a fish-eye lens.



1890's. Many years ago Lil brought good food, good clean fun and a lot of happiness to our miners.

We think she can do the same thing for London. Lil's set starts at half past eight every night. But if you come along at noon or supper time we'll serve you with slices from sixty pound hips of choice Canadian beef, fried potatoes, coleslaw, open-kettle baked beans with apple pie and good Canadian coffee to follow. Prices will be about the same as most London pubs. But we do have a few extras, including Men's Whiskey, Tenderfoot Whiskey and twelve kinds of draught beer.

A Conference Hall.



We've also made sure that Skyline London will be an ideal place for conferences and exhibitions. We have built in facilities for groups of ten-seven hundred. Just call our Sales and Catering Department and they'll give you all the details of the 7 conference halls and many other features which can help to make a successful banquet or convention.

We haven't mentioned much about service up until now, but we promise you that our service will be in keeping with that of a truly great hotel, for that is what we intend Skyline London to be.

Well, here we are on Bath Rd. Visit us and you'll find quite a few things we haven't told you about. For instance, there is another lounge, a sauna, a branch of the Bank of Nova Scotia, an Avis Rent-a-Car office, a flower shop, a beauty parlour and a barber's shop by Alan of Piccadilly (it's called Barbarella's and has some beautiful lady barbers).

A typical bedroom.



There will be a free continuous coach service to pick you up at the airport and free transport into town, from the hotel.

We have arranged regular transportation so that you can go into town for a show and be picked up afterwards. Or spend the morning sightseeing and get back in time for lunch.

We'll be happy to accept Skyline credit cards (yes, we have our own money too) as well as

Diamond Lil's.



open to the public as well as hotel guests.

As is Le Cafe Jardin, 24 hours a day you'll find light snacks and refreshments there, and in licensing hours a drink.

Here the executive, midnight nibbler will find ample repast.

But perhaps the most remarkable thing to find in any hotel in Britain is a constant source of entertainment.

Particularly entertainment of our kind.

We found a historic saloon in the north of Canada, took it apart and brought it to Britain piece by piece. And now, in Skyline London we

have a complete reconstruction of 'Diamond Lil's'. Here you'll find many authentic fixtures from the Gold Rush period and of course your hostess Diamond Lil.

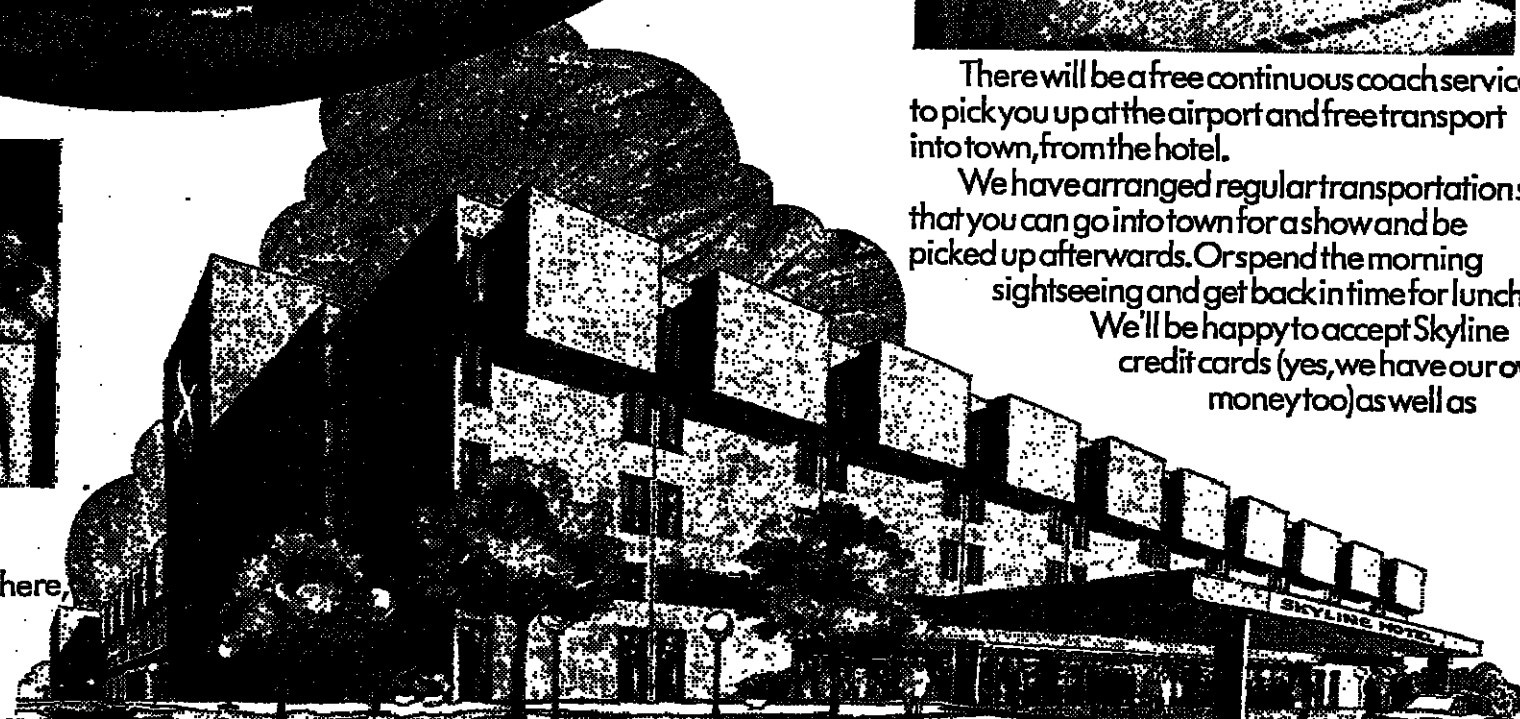
Along with Lil, we also brought to Britain her five-piece band who specialise in songs from the

honouring American Express, Diners Club and Barclaycard.

Our telephone number is 01-759 2535.

Our Telex is 934254.

Come along and see us. You'll find a world of difference.



THE SKYLINE HOTEL

It's another world



Skyline Hotels. The Canadian Chain. Brockville, Montreal, Ottawa, Toronto, Kingston (Jamaica) and London.

SKYLINE HOTEL IV

Building follows well-tryed methods

By ANDY McELROY

Although it was opened only yesterday, the Skyline London hotel in Bath Road is already a familiar landmark in the area.

Partly, this is because of its distinctive design and the unusual pink colour of the external walls, which immediately attract the eye. Although its overall shape may be less unfamiliar than that of the neighbouring Ariel Hotel, its design still represents a radical departure from traditional buildings.

Both inside and out, the hotel's unconventional, and through-

care that has been taken by the owners, developers, architects, and indeed everyone connected with it from the smallest supplier right up to the main contractor, Sir Robert McAlpine and Sons.

Despite the number of special considerations inherent in the planning and construction, the hotel was completed exactly to time, in only 20 months.

Basically, the brief laid down for the building was that it should have 360 rooms with the possibility of extension. All the preliminary planning work was

carried out by the internal project group of Skyline Hotels, who throughout the construction have worked closely with the architects, engineers and contractors.

Structurally, the building follows well-established constructional techniques that McAlpine has developed over many years of building first-class hotels. Among previous hotel contracts that the company has completed in London are the Royal Lancaster, the Inn on the Park, and the Sonesta Tower.

Mass concrete foundations

are used, supporting a reinforced concrete frame up to first-floor level. These foundations were designed to be strong enough to take additional floors when it became necessary to increase the capacity of the hotel, while the concrete frame forms a rigid box base for the floors above. The upper floors use load-bearing brickwork clad with precast panels.

These panels illustrate in a tangible fashion the increasing care that architects are taking to make buildings appear interesting as well as functional. Not so many years ago it was standard practice to use large areas of unrelieved smooth concrete as facings, but now there are few buildings going up where the architect has failed to make good use of contrasting textures on the exterior and interior walls.

Cladding panels

On the outside of the Skyline Hotel the cladding panels have a red granite finish, some of them being smooth, while others have exposed aggregate to give visual interest. Inside the building, the pillars have the same treatment, and they blend extremely well with the polished appearance of the furniture and interior walls.

Internal walls are mainly finished in "Old English" and stippled plaster, although in the public areas extensive use is made of wood panelling or, in the restaurants, wall coverings which reflect the character of the room. For example, in the Regency restaurant the walls are panelled in red with smoked oak framing. In the Diamond Lil bar, extensive use is made of specially commissioned murals reflecting the days of the Klondike gold rush.

What is evident throughout the whole building is the high standard of workmanship down to small details. Even on the service staircases and staff lifts, the quality of materials and finish is extremely high. While



Part of the interior of the Skyline Hotel.

this is to be expected in those parts of the building that are open to the public, it is unusual to find it being extended to "below stairs."

Obviously this hotel has not been built with an eye to cost cutting. At the risk of highlighting one feature excessively, the Diamond Lil restaurant has been fitted out with authentic beams and fixtures shipped across the Atlantic from Canada. It would have been comparatively easy for the architects to have specified, for example, reproduction cart-wheel chandeliers made in plastics, but both they and the owners were prepared to stand the extra expense needed to ensure absolute authenticity. It is difficult to imagine a circumstance in which mock cart-wheels would have been exposed as fakes, other than those that are portrayed in the more violent bar-room scenes depicted in films about the period.

Chandeliers are a feature of the ballroom, but here they are of the formal crystal type, although in design they are completely modern. This room is one of five function rooms in the hotel, capable of taking parties from 10 to 500 and catering for anything from a small private luncheon to a full-scale conference or formal dinner. In this, the Skyline London follows the pattern set by the other hotels in the chain, which make a speciality of conferences and conventions.

The ballroom itself incorporates several features that simplify conference arrangements. For example, it can be divided into three sections quickly and easily by sound-proof doors, and since there is no weight restriction on the floor, heavy vehicles and equipment can be brought in for demonstration.

Communications, in every respect, is one of the apparent strong points of the hotel. Naturally, each room has its own telephone, but there is also a plentiful supply of staff telephones in each section of the building. In addition, a pneumatic message system by Bagshawe of Dunstable means that messages can be sent from one department to another with no risk of ambiguity, as can often happen on the telephone.

Planning stage

From the contractor's point of view there is no doubt that this was a demanding contract, and it is gratifying that McAlpine and the many sub-contractors have been able to finish it so well and within the specified period. Already, with the paint metaphorically hardly dry, the company is negotiating for substantial block bookings for accommodation fully justifying Mr. W. R. Hodgson's decision to start work on another two floors in May, 1972.

This will increase the accommodation to 600 rooms, a figure

that was arrived at while the hotel was still in the planning stage. Quite simply, these floors will be set on top of the existing structure, and all the services have been designed to cope with the extra load.

This extension should be an interesting exercise in its own right, especially as it must be done with minimum disturbance to the guests. By the time work begins, the hotel should have established its reputation, and it will be necessary to put up the structure, extend electrical, heating and air-conditioning systems and take the shafts and mechanisms for the six lifts up to these floors without creating the impression that guests have booked into the most elegant building site in London.

But this can be done, as Mr. Hodgson and his team have already shown. On Friday, October 15, the company will be opening an extension to its Toronto hotel which includes, among other things, an extra

166,000 square feet of convention space. This is characteristic of the group establishing a hotel that is in one sense finished, but capable of being extended without losing its integrity as demand warrants it. This is a process that has been going on ever since the first hotel was built, then a mere 20 rooms, and Mr. Hodgson states that the aim of the company is to grow, either by new building or extension, every 18 months or world.

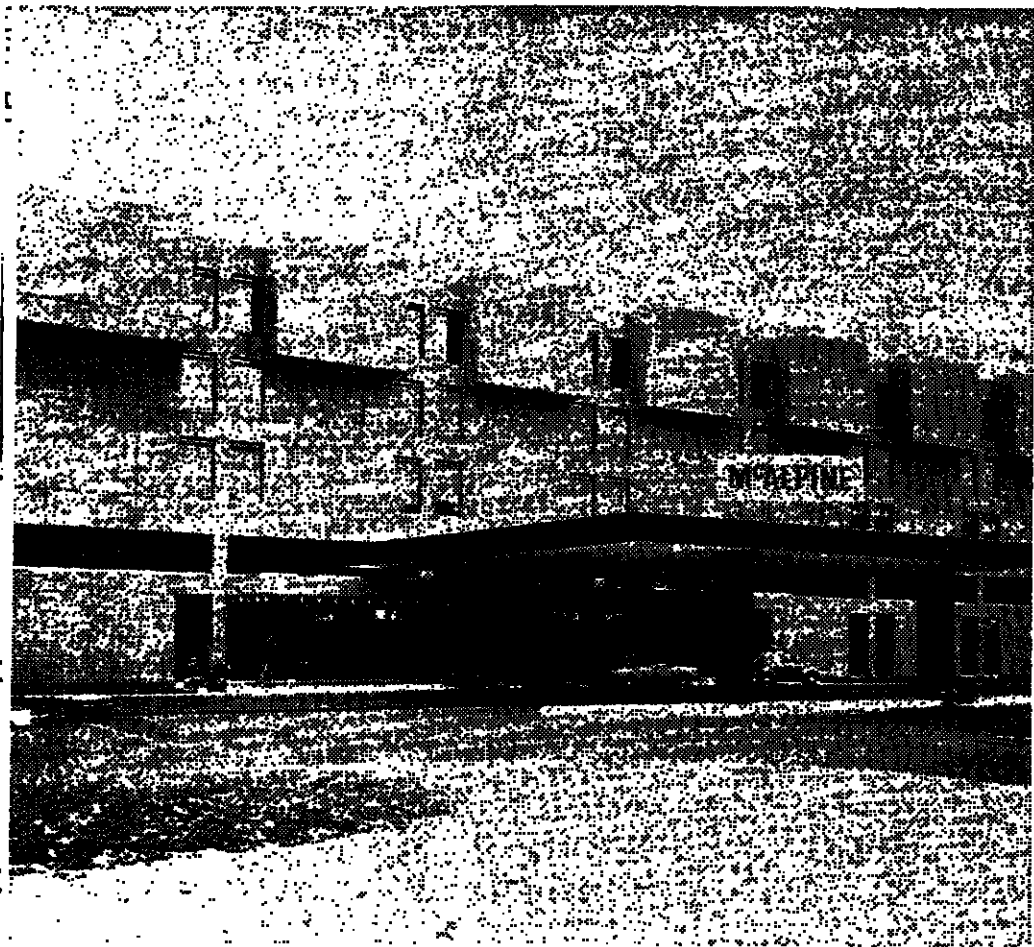
Much of the credit for the success of the policy must go to the company's architects, the Ronald Fielding Partnership, since the problems involved in designing for vertical rather than horizontal growth are formidable.

However, in the initial stages any such policy must stand or fall by the quality of the project team which is able to envisage not only the primary unit but the needs of future business and the way in which it can be accommodated.

Despite all its unusual features, the most outstanding thing about the Skyline Hotel is the calibre of the people associated with it, at every level.

As far as London is concerned, the next venture is not far off. Within the next year, the company will start work on another hotel in Knightsbridge which will reflect the same standards of construction and comfort that prevail throughout the chain.

If the Skyline Hotel demonstrates anything, it is that, given a strong enough motive, it is possible to combine comfort with elegance, service and unstuffiness, and tradition with architectural merit. London is the home of many of the world's finest hotels. Skyline bears comparison with all of them. Of course, it is different, but it displays a flair and panache that are matched by only a very few hotels throughout the world.



A view of the outside of the Skyline Hotel.

Heathrow: just another place where Capital & Counties have improved the skyline.



The new 360-bedroom Skyline Hotel at Heathrow is just one of a series of new developments built by Capital & Counties Property.

All told, Capital & Counties now own prestige property around the world to the value of £120 million. Including developments in Europe, Australia, Bermuda and Singapore—as well as the UK.

And the future looks even better.

In the UK alone, Capital & Counties currently have in hand a large shopping centre in Nottingham,

a city-centre development in Newcastle, an office-shops-hotel complex in London's Strand, and a new hotel in Knightsbridge for Grand Metropolitan Hotels. To name but a few.

In fact, Capital & Counties' development programme over the next five years totals some £157 million.

Which means a lot more skylines will be changing for the better.

Just watch and you'll see for yourself.



Capital & Counties a developing property company

هتل سکیلین

COMPANY NEWS+COMMENT

Sears first half profit expansion

FIRST HALF group pre-tax profit of Sears Holdings expanded from £161,000 to £306,000 and the net attributable balance advanced from £176,000 to £471,000.

The outcome of the full year is largely dependent on the course of retail trade during the next few months. The directors are confident, however, that, in the absence of unforeseen circumstances, aggregate attributable profits will show a satisfactory improvement on the £1,550,000 of the year to January 31, 1971.

A dividend of 3p (4.16p equivalent) per 25p share has already been forecast for the current year.

Trading profits—	1970	1971
Departmental stores	4,907	3,801
Departmental stores	1,107	1,722
Motor vehicles	614	1,236
Jewellery, etc.	131	241
Group Industries	12,227	10,324
Net interest payable	2,621	2,794
Group profits before tax	2,227	2,794
Estimated tax	4,250	3,588
Net profit	2,318	4,261
Minority holders	886	4,261
Attributable	4,712	3,770

Figures 1970 adjusted for subsequent acquisition of trading minority interest in British Shoe, and reductions in rates of corporation tax applicable to year ended January 31, 1971. After profit of £108,000 in respect of losses arising from closure of certain branches.

Trading in the departmental stores suffered from disturbances arising from major building or re-organisation works at Selfridges and at several of other stores. The directors state they are satisfied with the results of the other activities of the group, having regard to the conditions experienced.

Increased first half profits are announced by subsidiaries, British Shoe Corporation and Sears Engineering.

British Shoe net profit was £2,077,000, against £2,815,000, after tax of £2,425,000 (same-adjusted) and interest payable £745,000 (£545,000).

Sears Engineering reports a net profit of £2,325,000, compared with £1,905,000, after tax of £1,411,000 and interest £698,000 (£650,000).

Statement Page 29

See Lex

Park Cake looks to next year

PRE-TAX profits of Park Cake Bakers for the current year should enable directors to at least maintain 14 per cent. on capital to be increased by a two-for-one rights issue, chairman Mr. H. D. Leete tells members.

In the slightly longer term—namely 1972-73—a turnover in excess of £10m. will be budgeted for.

As reported on September 14, group profit, before tax, for the year ended June 30, 1971, £1,425,000, compared with £1,230,513, advanced by £194,487, or 15.8 per cent. The 14 per cent. dividend is an increase of 2 per cent.

An analysis of turnover and profit shows a concentration on the dietetic products and restaurants £1,240,540 and £260,574 (£1,229,863 and £189,506); motor engineers and motor bodybuilders £204,417 and £25,354 (£231,433 and £19,724); electronic engineers specialising in metal detection equipment £188,243 and £50,054 (£173,474 and £25,054). Corporate containers £200,040 and £22,406 (£231,112 and £20,763); property £720 and £53 (£720 and £53).

Demand is still increasing and directors have decided that it is essential to be able to supply the market during 1972-73 and subsequent years a large programme of development is required. Plans are being prepared to build and equip a new bakery which will produce a large production area together with all ancillary services.

INDEX TO COMPANY HIGHLIGHTS

Co. AGS	Page	Co. Kier (J. L.)	Page
Atlantic Assets	26	Kitsons Insulations	26
Bensons Hosiery	24	Mersey Docks	24
Bristol Street	25	Mitchell Construction	24
Bruntans (Musselburgh)	25	National Sunlight	25
Court Bros.	24	Park Cake	24
Duckham (Alex)	24	Parker-Kneill	24
Enots	25	Raglan	27
Felixstowe Dock	24	Rix (Oliver)	25
Gaskell & Chambers	24	Sears	24
G. & M. Power	25	Second City	25
Hestair	24	Smurfit (Jefferson)	24
Holliday Group	25	Western Credit	25

This project, planned to complete before June, 1972, will cost about £500,000 and the Board is requesting holders to approve an increase in capital to enable the rights issue to be made in due course.

The group's principal customer is Marks and Spencer. Meeting, Oldham, October 27, 3 p.m.

Hestair recovery progress

THE DIRECTORS of Hestair are satisfied that losses have been eliminated and considerable progress made in redeploying resources in areas of greatest potential, says chairman Mr. David Hargreaves in his interim statement.

Negotiations are currently taking place for a number of acquisitions which would complement existing activities, he adds.

There is no interim dividend declaration for the current year to October 31, 1971, but the annual rate of profit of the group as constituted following closures and disposals will, the directors consider, enable a recommendation to be made for the year. For 1969-70 there was a 2½ per cent. interim but no final—a net loss of £65,812 was incurred.

First-half 1970-71 profit of £2,550, after bank and debenture interest of £33,850, is reported—in view of the previous loss it is not considered that profits will incur a tax charge.

Mr. Hargreaves points out that as the current year has been one of considerable change the results have little relevance to the present situation and comparative figures are not shown.

On August 27 last, the sale of Flexspring Engineering was completed for £80,000 cash to Blacksters (Engineers), owned by Sir Norman Watson and Capt. G. A. Lincham, former directors of Hestair. At October 31, 1970, Flexspring had net tangible assets (excluding inter-group debts) of £21,425 and in the six months to April 30, 1971, made a pre-tax profit of £5,531.

comment

Hestair's new management has revamped the group with a vengeance, considering that only two of the original eight or nine trading subsidiaries have been retained and three new acquisitions added to date. Simply, the £204,417 and £25,354 (£231,433 and £19,724); electronic engineers specialising in metal detection equipment £188,243 and £50,054 (£173,474 and £25,054). Corporate containers £200,040 and £22,406 (£231,112 and £20,763); property £720 and £53 (£720 and £53).

Demand is still increasing and directors have decided that it is essential to be able to supply the market during 1972-73 and subsequent years a large programme of development is required. Plans are being prepared to build and equip a new bakery which will produce a large production area together with all ancillary services.

present Ordinary capital, with a limit of 1 per cent. for any one executive. On the basis of the present issued capital up to 192,257 shares would be immediately available for offer under the scheme.

Extraordinary meeting, Peterborough, October 28 at 10.30 a.m.

Gaskell & Chambers forecast

AN INTERIM dividend of 2½ per cent. is declared by Gaskell and Chambers (Holdings) in respect of 1971 and the directors hope to following reorganisation last year was a 5 per cent. interim, but no final.

Excluding contract joinery, group profit, before tax, amounted to £273,000 in the six months ended June 30, 1971. After tax, etc., and contract joinery losses of £385,000 there was a net loss of £112,000.

The directors state that the engineering and furniture manufacturing subsidiaries have "substantially improved" profitability following reorganisation last year. Due to the seasonal nature of markets for engineering equipment, second half profits, as in 1970, are not expected to reach the same levels, but trading is satisfactory to date, they report.

In the contract joinery company, they say it became clear that substantial losses were continuing and would increase due to rapid cost escalations and the depressed state of the market. In view of this it was decided to wind up this subsidiary. The contract joinery result includes provision for reappraisal of the outcome of existing contracts and all foreseeable operating losses for 1971 and those that will be incurred in 1972 in completing contractual commitments.

comment

Felixstowe Dock's 1970-71 accounts are of interest if only because they give a detailed breakdown of the company's profit sources for the first time; the cargo handling side, for example, lifted operating revenue by an impressive 27½ per cent. while at the same time costs were proportionately reduced. It is also noteworthy that the tax equalisation provision in the profit and loss account effectively wipes 10p of earnings per share—from 22½p to 12½p—and raises the p/e at 200p from under 10 to nearer 17½. However, the group is set to expand considerably its container handling activities over the next couple of years, finishing in 1972, and a more immediate prospect is a fund raising exercise which appears all the more certain with the appointment of Schroder Waggs as financial adviser. This is likely to remain a cloud over the share price until the size and nature of any such operation are known.

comment

On the face of it Gaskell and Chambers has almost troubled first half pre-tax profits, but adjusting the corresponding period for contract joinery losses brings the growth rate down to 39 per cent. Nevertheless, with the contract joinery side now being wound up and the engineering side benefitting from the 1970 rationalisation—first half profits rose 28 per cent. pre-tax on improved margins—the group has a good chance of maintaining its recovery. Given the warning of a seasonal slowdown in engineering however, it is probably best to wait to see what the full year, and the view of the group's poor record in the cautious p/e of 7 at 48p is understandable.

comment

On the face of it Gaskell and Chambers has almost troubled first half pre-tax profits, but adjusting the corresponding period for contract joinery losses brings the growth rate down to 39 per cent. Nevertheless, with the contract joinery side now being wound up and the engineering side benefitting from the 1970 rationalisation—first half profits rose 28 per cent. pre-tax on improved margins—the group has a good chance of maintaining its recovery. Given the warning of a seasonal slowdown in engineering however, it is probably best to wait to see what the full year, and the view of the group's poor record in the cautious p/e of 7 at 48p is understandable.

comment

On the face of it Gaskell and Chambers has almost troubled first half pre-tax profits, but adjusting the corresponding period for contract joinery losses brings the growth rate down to 39 per cent. Nevertheless, with the contract joinery side now being wound up and the engineering side benefitting from the 1970 rationalisation—first half profits rose 28 per cent. pre-tax on improved margins—the group has a good chance of maintaining its recovery. Given the warning of a seasonal slowdown in engineering however, it is probably best to wait to see what the full year, and the view of the group's poor record in the cautious p/e of 7 at 48p is understandable.

comment

On the face of it Gaskell and Chambers has almost troubled first half pre-tax profits, but adjusting the corresponding period for contract joinery losses brings the growth rate down to 39 per cent. Nevertheless, with the contract joinery side now being wound up and the engineering side benefitting from the 1970 rationalisation—first half profits rose 28 per cent. pre-tax on improved margins—the group has a good chance of maintaining its recovery. Given the warning of a seasonal slowdown in engineering however, it is probably best to wait to see what the full year, and the view of the group's poor record in the cautious p/e of 7 at 48p is understandable.

DIVIDENDS ANNOUNCED

Company	Current payment	Date of payment	Corr. Div.	Total for year	Total last year
Bristol St. Group	10	—	10	—	30
British Debt Services	(1)35	Oct. 29	—	—	—
Bruntans	2½p	—	2½p	—	8½p
Enots	10	—	10	—	15
Gaskell and Chambers	(e)2½	Nov. 1	—	—	—
G. & M. Power	18½	Nov. 1	12½	—	28
Grand Central	6	(c) —	—	—	6
Hestair	8	—	2½	—	2½
Jefferson Smurfit	8½	Jan. 1	—	(d)2½	—
Lewa Sial	3	Dec. 2	3	—	3
Oliver Rix	10	—	10	—	17
Wombwell Foundry	10	Nov. 23	12	—	17

* Equivalent after allowing for scrip issue. † Amount per share.

(a) Tax free. (b) On capital increased by rights and/or acquisition issues. (c) Payable upon receipt of remittance from Ceylon. (d) For 15 months. (e) Minimum 2½ per cent. final forecast. (f) Made public January, 1971. Period 41 weeks.

chairman of the Liverpool Stock Exchange, Mr. Eric Guthrie, director of Royal Insurance Company; Mr. Geoffrey Heywood, senior partner of Duncan C. Fraser and Co., Liverpool firm of actuaries; Mr. Geoffrey Tiltson, recently chairman of Tiltson and Son, packaging manufacturers of Bolton and Liverpool; and Mr. John Woolman, director of Edward Bates, merchant bankers and former Member of Parliament for the West Derby division of Liverpool.

The nominations have been made by those directors appointed by the Secretary of State for the Environment—Mr. John Cuckney, Mr. D. G. Emerson (chairman of the Mersey Division of ICI) and Mr. P. J. Butler, partner in accountants Peat Marwick Mitchell. (Sir Matthew Stevenson, the present deputy chairman, has said he will not be available for re-appointment because of other commitments.)

Giving these details in a circular, Mr. Cuckney points out the necessary quorum at the meeting will be held by representatives by proxy of "a clear majority in nominal amount of the outstanding debenture stock" and he urges debenture holders to therefore submit proxies whether or not they intend to be at the meeting.

comment

It has been clear for some time, with the shares floundering way below the 1970 peak of around 125p, that the market has lost its confidence in Benson's Hosiery. The fact, then, that Benson's is now revising its earlier forecast of at least a 62 per cent. jump in second half profits to a slight move back up the ladder that much harder. Steps have now been taken to put these problem companies back on the right path but in view of the current climate the market is bound to wait for definite evidence of any recovery. This leaves the shares at 35p on a prospective p/e of 10½ with all the cards stacked against them in the short-term.

comment

TURNOVER and profits of Court Bros. (Furnishers) for the current year so far compare satisfactorily at home and overseas with the same period last year, chairman Mr. A. S. Cohen, tells members. Subject to unforeseen circumstances, "satisfactory recovery will again be achieved this year," he says.

It is considered that the outlook for the furniture trade in the U.K. is now more encouraging than last year. The abandonment of hire purchase controls, and the cuts in SET and purchase taxes, should all encourage business this year, but the high level of unemployment warrants caution when forecasting the likely outcome of current years trading. The results of overseas branches continue to be encouraging, he states.

As reported on August 25, group profit, before tax, for the year ended March 31, 1971, improved from £1,088,902 to £1,494,555, the dividend is effectively raised from 18.18 per cent. to 20 per cent. and a one-for-four scrip issue is proposed in non-voting "A" Ordinary.

Meeting, Morden, Surrey, October 27, at 11 a.m.

Chairman's statement Page 32

comment

On the face of it Gaskell and Chambers has almost troubled first half pre-tax profits, but adjusting the corresponding period for contract joinery losses brings the growth rate down to 39 per cent. Nevertheless, with the contract joinery side now being wound up and the engineering side benefitting from the 1970 rationalisation—first half profits rose 28 per cent. pre-tax on improved margins—the group has a good chance of maintaining its recovery. Given the warning of a seasonal slowdown in engineering however, it is probably best to wait to see what the full year, and the view of the group's poor record in the cautious p/e of 7 at 48p is understandable.

comment

On the face of it Gaskell and Chambers has almost troubled first half pre-tax profits, but adjusting the corresponding period for contract joinery losses brings the growth rate down to 39 per cent. Nevertheless, with the contract joinery side now being wound up and the engineering side benefitting from the 1970 rationalisation—first half profits rose 28 per cent. pre-tax on improved margins—the group has a good chance of maintaining its recovery. Given the warning of a seasonal slowdown in engineering however, it is probably best to wait to see what the full year, and the view of the group's poor record in the cautious p/e of 7 at 48p is understandable.

comment

On the face of it Gaskell and Chambers has almost troubled first half pre-tax profits, but adjusting the corresponding period for contract joinery losses brings the growth rate down to 39 per cent. Nevertheless, with the contract joinery side now being wound up and the engineering side benefitting from the 1970 rationalisation—first half profits rose 28 per cent. pre-tax on improved margins—the group has a good chance of maintaining its recovery. Given the warning of a seasonal slowdown in engineering however, it is probably best to wait to see what the full year, and the view of the group's poor record in the cautious p/e of 7 at 48p is understandable.

Jefferson Smurfit well ahead

DESPITE PRESSURES on margins and increasing costs, Mr. J. J. Smurfit, chairman of the Jefferson Smurfit Group, is confident that the current year outcome will show a satisfactory increase on the previous annualised profit figure of £320,000.

From gross sales up by 18.7 per cent. to £9,38m., profits, before tax, in the six months ended July 31, show an advance of £101,718 to £482,780; and the outlook for the second half is considered favourable.

However, the chairman points out that the level of demand in the Christmas period has a marked effect on many group companies and this can be significant in relation to their overall figures for the year.

The interim dividend is raised from the equivalent of 7½ per cent. to 8½ per cent. For the 15 months ended January 31 a total equal to 25 per cent. was paid from profits of £1,00m.

The Committee set up to examine the possibilities of acquiring the private company in England controlled by the Smurfit family has reached agreement in principle. Certain details have

still to be worked out between the Investment Bank of Ireland, acting for Smurfit, and Allied Irish Investment Bank, acting for holders in the U.K. company. The acquisition will give the group a major operating base in the U.K. where further developments are foreseen, says the chairman.

The group's activities cover packaging, distribution, education and retail.

comment

Jefferson Smurfit expects to maintain the first half's 24.7 per cent. pre-tax growth rate for the whole of 1971-72. This suggests earnings of 7.3p per share compared with an annualised figure for last year of 7.4p on the latest capital, and the improvement would have been more pronounced but for the higher tax charge at 50 per cent.

The packaging division, which already makes the largest contribution to both turnover and profits, continues to offer the best growth prospects, though there are a few problem areas left to tackle—notably in the retailing section. So a prospective 12½ p/e at 109p could be erring on the side of caution.

Statement Page 29

comment

It has been clear for some time, with the shares floundering way below the 1970 peak of around 125p, that the market has lost its confidence in Benson's Hosiery. The fact, then, that Benson's is now revising its earlier forecast of at least a 62 per cent. jump in second half profits to a slight move back up the ladder that much harder. Steps have now been taken to put these problem companies back on the right path but in view of the current climate the market is bound to wait for definite evidence of any recovery. This leaves the shares at 35p on a prospective p/e of 10½ with all the cards stacked against them in the short-term.

comment

TURNOVER and profits of Court Bros. (Furnishers) for the current year so far compare satisfactorily at home and overseas with the same period last year, chairman Mr. A. S. Cohen, tells members. Subject to unforeseen circumstances, "satisfactory recovery will again be achieved this year," he says.

It is considered that the outlook for the furniture trade in the U.K. is now more encouraging than last year. The abandonment of hire purchase controls, and the cuts in SET and purchase taxes, should all encourage business this year, but the high level of unemployment warrants caution when forecasting the likely outcome of current years trading. The results of overseas branches continue to be encouraging, he states.

comment

As reported on August 25, group profit, before tax, for the year ended March 31, 1971, improved from £1,088,902 to £1,494,555, the dividend is effectively raised from 18.18 per cent. to 20 per cent. and a one-for-four scrip issue is proposed in non-voting "A" Ordinary.

Meeting, Morden, Surrey, October 27, at 11 a.m.

Chairman's statement Page 32

comment

On the face of it Gaskell and Chambers has almost troubled first half pre-tax profits, but adjusting the corresponding period for contract joinery losses brings the growth rate down to 39 per cent. Nevertheless, with the contract joinery side now being wound up and the engineering side benefitting from the 1970 rationalisation—first half profits rose 28 per cent. pre-tax on improved margins—the group has a good chance of maintaining its recovery. Given the warning of a seasonal slowdown in engineering however, it is probably best to wait to see what the full year, and the view of the group's poor record in the cautious p/e of 7 at 48p is understandable.

comment

On the face of it Gaskell and Chambers has almost troubled first half pre-tax profits, but adjusting the corresponding period for contract joinery losses brings the growth rate down to 39 per cent. Nevertheless, with the contract joinery side now being wound up and the engineering side benefitting from the 1970 rationalisation—first half profits rose 28 per cent. pre-tax on improved margins—the group has a good chance of maintaining its recovery. Given the warning of a seasonal slowdown in engineering however, it is probably best to wait to see what the full year, and the view of the group's poor record in the cautious p/e of 7 at 48p is understandable.

comment

On the face of it Gaskell and Chambers has almost troubled first half pre-tax profits, but adjusting the corresponding period for contract joinery losses brings the growth rate down to 39 per cent. Nevertheless, with the contract joinery side now being wound up and the engineering side benefitting from the 1970 rationalisation—first half profits rose 28 per cent. pre-tax on improved margins—the group has a good chance of maintaining its recovery. Given the warning of a seasonal slowdown in engineering however, it is probably best to wait to see what the full year, and the view of the group's poor record in the cautious p/e of 7 at 48p is understandable.

ST. CATHERINES HOUSE, KINGSWAY, W.C.2.



PRESTIGE OFFICE BUILDING SQ. 143,000 FT.

- 8 Automatic Passenger Lifts
- Central Heating
- Basement Car Park
- Double Glazing
- Fully Carpeted
- Acoustic Ceilings

For further details apply Joint Sole Letting Agents.

MICHAEL LAURIE & PARTNERS

8, ST. JAMES'S PLACE, S.W.1. 01-493 4371

DE GROOT COLLIS

109/110 HIGH HOLBORN, W.C.1. 01-242 6236

Thorn selling parts of M.I. to the U.S.

Cavenham sale to Southland completed

PEAK TRAILERS £1.2M. DEAL IN PIPELINE

WORLD VALUE OF THE POUND

Reeves "No" to Heenan: advisers quit

The decision is vital to the economic and political future of the country; and the fullest

**When The Times speaks,
the world listens.**

Brighton & Westminster October 1971

A black and white photograph of the Brighton and Westminster skyline. On the left, the Brighton Royal Opera House is visible with its distinctive domes and spires. To the right, the Houses of Parliament and the Elizabeth Tower (Big Ben) are prominent. The image is a high-contrast, grainy black and white photograph.

A Financial Times—Investors Chronicle Conference

Unit Linked Investment and the Public

INN ON THE PARK LONDON

Programme

24 November

25 November

Chairman
Sir Harry Page Chairman of the
Independent Committee of Inquiry into the
Savings Media

UNIT BASED INVESTMENT—THE
CURRENT SCENE

David Maitland Managing Director,
Save & Prosper Group

WHEN SHOULD THE PROFESSIONAL
ADVISED RECOMMEND HIS CLIENTS
TO INVEST IN UNIT TRUSTS?

The Stockbroker

D. Sebag-Montefiore

The Accountant

A.P.W. Simon Target Trust Managers

The Solicitor

C.J. Messer Save & Prosper Group

DO UNIT TRUSTS SERVE THE PUBLIC?

Professor J.M. Samuels Graduate
Centre for Management Studies,
Birmingham

MEASURING THE PERFORMANCE OF
UNIT TRUSTS

James Wootten Editor of Planned
Savings

PROPOSED STANDARDS OF GOOD
PRACTICE FOR MUTUAL FUNDS

Frederick Althaus President, Inter-
national Federation of Stock Exchanges

Chairman
Ronald Skerman Chief Actuary
Prudential Assurance, President of the
Institute of Actuaries, Deputy Chairman,
The Life Offices Association

CHANGING PATTERNS IN UNIT-BASED
ASSURANCE AND THE RE-DESIGN OF
TRADITIONAL WITH-PROFIT POLICIES

Dryden Gilling-Smith Legal and
General Assurance Society

WHO ARE THE CUSTOMERS AND HOW
CAN THEY BE REACHED?

F.E. Hughes-Onslow M & G Securities

BUILDING AN IMAGE FOR
UNIT-BASED INVESTMENT

Mark Weinberg Hambro Life Assurance

THE ROLE OF THE ADVERTISING
AGENCY IN MARKETING FINANCIAL
SERVICES

A speaker from J. Walter Thompson

THE FUTURE OF UNIT-BASED
INVESTMENT

Edgar Palamounit M & G Securities

Fee: £50 covering all refreshments, cocktails, lunch
and conference documentation.

To be completed and returned to:

Financial Times Conference Department, 388 The Strand, London WC2R 0LT (Tel: 01-836 5444)

Please send me full details of Unit Linked Investment and the Public

Name

BLOCK CAPITALS

Company

Address

APPOINTMENTS

Mr. J. L. Wood is
McCorquodale
chief executive

Mr. J. L. Wood has been
appointed to succeed Mr. J. C.
Sanderson as chief executive and
managing director of Mc-
CORQUODALE AND CO. group.

Mr. Wood, who joined the com-
pany in 1964, will combine
his former appointment as chief
director with his new position.

Mr. Sanderson, who has been
with the company since 1958, has
retired as chief executive and
managing director and becomes
vice-chairman. He continues as
chairman of McCorquodale Colour
Display and on the Boards of
certain other subsidiaries.

Mr. George McCorquodale has
retired as deputy chairman, but
continues as a director.

Mr. Richard Raworth has been
appointed a director of HESTAIR.

As a result of the acquisition
of Singer and Friedlander Hold-
ings, the following Singer and
Friedlander executives are being
appointed directors of the C. T.
BOWRING COMPANY subsidiaries:

Mr. R. B. Buckley, C. T. Bowring
and Mtd Beddall (Home); Mr.
R. C. Callinan, C. T. Bowring
and Laybourn; Mr. A. D. H. Biggins,
C. T. Bowring Mtd Beddall
(International); Mr. A. G. O.
Walker, James M. Macalaster and
Alison; Mr. A. K. H. Fletcher,
Jovitt and Freeman (Insurance);
Mr. C. Blunt, C. T. Bowring (Mid-
lands); Mr. L. A. Crabbe and Mr.
A. N. Solomons, Bowmaker; Sir
Timothy Harford, Bowmaker
(Plant); Mr. A. R. J. Dyas, Bow-
maker; Mr. J. Reay, Crusader
Insurance Company; Mr. A. Hanbury,
English and American Insurance
Company; Mr. R. P. Corbett, C. T. Bowring
Trading (Holdings); and Mr. F.
Brackfield, Tower Hill Property
Company.

Mr. L. P. Cary, a director of
C. T. Bowring Trading (Holdings),
is appointed a director of Bow-
maker (Plant).

Mr. R. Featherstone, director
and joint secretary of WILLOWS
FRANCIS, has retired after 45
years' service. Mr. F. N. Hanna
becomes sole secretary.

Mr. W. A. G. Clarkson has been
appointed to the Boards of C. E.
HEATH AND CO. (EAST
ANGLIA), C. E. HEATH AND CO.
(MIDLANDS) and C. E. HEATH
AND CO. (LANCASHIRE).

Mr. Arthur Gurr, a director of
Clan Line, Houston Line and
Union-Castle, all members of the
BRITISH COMMONWEALTH
GROUP, has retired.

Mr. A. M. Bews has been
appointed chief manager of
LOYDS BANK (BELGIUM)
SA in succession of Mr. A. J.

Manton, who has retired after 45
years' service.

Mr. F. H. Plaster has been
appointed a director of BEVA-
LOID (Barrow Humber and Gale).

Mr. George Gamble is to
relinquish his executive respon-
sibility as managing director of
THORN TELEVISION RENTALS
on January 31. He will remain
on the Board in an advisory
capacity.

Mr. Peter F. Hunt, a chartered
accountant, has been appointed a
non-executive director of
HOOKER CHAUNCEY AND CO.
fund raising consultants. He was
until recently general secretary of
Dr. Barnardo's.

Mr. Maurice Lovett-Turner has
been appointed sales director of
BEVERLEY CHEMICAL ENGI-
NEERING COMPANY.

Mr. F. W. Carter has been
appointed purchasing director of
METAL CENTRES. He was pre-
viously stainless steel products
director.

Mr. E. Grimshaw has been
appointed an executive director of
BACO (U.K.).

Mr. C. E. Barling has been
appointed a director of the LON-
DON LIFE ASSOCIATION.

Mr. G. M. Brown has been
appointed a director of HARRODS.

Mr. C. Callum Smith has been
appointed legal officer of the
ELECTRICAL CONTRACTORS'
ASSOCIATION. He succeeds Mr.
David Evans, who is leaving to join
a firm of London solicitors.

Mr. M. H. Young, former deputy
managing director of
DUNDEE AND CO. (Guest
Keen and Nettlesolds), has been
appointed managing director to
succeed Mr. W. E. Dunkerley who
has resigned.

Professor R. C. O. Matthews is
to succeed Mr. Andrew Shonfield
as chairman of the SOCIAL
SCIENCE RESEARCH COUNCIL
on January 1. Professor Matthews
has been a member of the SSC
since December, 1968, and is chair-
man of the Council's economics
committee.

Mr. W. J. Wall has retired as
director in charge of the Welsh
regional office of R. M. DOUGLAS
CONSTRUCTION. He will con-
tinue with the company as a
consultant. Mr. R. K. James, an
associate director, takes over as
manager of the Welsh region.

Mr. T. P. Whitaker, Mr. C. P.
Bagley and Mr. K. Sandom have
retired from the partnership of
READ HURST-BROWN AND CO.
stockbrokers. Mr. Whitaker and
Mr. Bagley will remain associated
with the firm, but Mr. Sandom will
be joining Vickers, de Costa and
Co., stockbrokers, at about the
end of this month.

Mr. D. H. Back and Mr. C. C.
Surtees have been taken into
partnership with Read Hurst-
Brown.

Mr. Warren T. Jones, general
passenger manager of the Furness
Wherry Group, has been appointed
to the Board of the SHAW
SAVILL LINE.

STOCK EXCHANGE
PARTNERSHIPS

Mr. S. I. Davis and Mr. H. D.
Marks have been appointed joint
chairmen of SMITH, BROS.
jobbers. Mr. W. J. Rantzen has
retired as chairman and from the
Board but will remain associated
with the company. Mr. B. E.
Benjamin and Mr. D. C. Field have
been co-opted to the Board. Smith
Bros. is a limited corporate
member of the Stock Exchange.

Cuts made in
crude oil
posted prices

Financial Times Reporter
MODEST reductions in crude oil
posted prices, used by the oil
producing countries to calculate
their revenue, have been
announced by BP Trading for
Iraqi, Libyan and Nigerian crudes.
The largest of the reductions,
which become effective today, is
in 40 degree Libyan crude, where
the posted price is cut by 2.4
cents a barrel to \$2.399. Iraqi
38 degree crude shipped from
Tripoli in the Lebanon is re-
duced by 2.2 cents. The price
of all grades of Nigerian crudes
goes down by 1.7 cents.
The reductions follow a
regular review agreed between
the oil companies and these pro-
ducing countries to keep the
freight element included in
posted prices in line with world
trends in freight rates. The
decline in freight rates has led
to the adjustments now being
made.

£11,880 GRANT
TO REPAIR
MANOR HOUSE

Grants towards the cost of re-
pairs to a medieval manor house,
a Cambridge windmill and a Man-
chester library are in a list pub-
lished yesterday of 60 buildings
for which the Historic Buildings
Council has recommended grants
of nearly £5,000.
In addition to the new grants,
nearly £4,000 has been allocated
in the two months to the end of
June for increases in grants
awarded previously. Fifty-four
buildings are receiving grants for
the first time, including 31 town
schemes.
The manor house in the new
list is the 15th century Bradley
Manor at Newton Abbot. It is
owned by the National Trust and
receives £11,880 for extensive
repairs.

KIER
ANOTHER
RECORD YEAR

The following is the Statement by the Chairman, Mr. Olaf Kier, C.B.E.

The Annual General Meeting will be held at
Tempsford Hall, Sandy, Bedfordshire on Wednes-
day, 10th November, 1971 at 11.00 a.m.

ACCOUNTS

The Accounts show that the Group Profit before
Tax amounted to £1,252,000, as against £1,034,000
the year before, and that the amount after taxation
was £789,000 as against £561,000. Turnover, at
£23.3m, was 10 per cent higher than the previous
year and the Group Profit before Tax 21 per cent
higher.

DIVIDENDS

The Directors are recommending to Shareholders
the payment of a Final Dividend of 14 per cent
making, with the Interim Dividend of 11 per cent,
a total dividend of 25 per cent against 22½ per cent
the previous year.

Kier Limited

The value of new contracts obtained during the
year under review has been satisfactory and the
work in hand is again at record level.

Good progress has been made on our road
contracts at Taff Vale, the Elevated Roadway lead-
ing to Canvey Island and the Halifax Inner Relief
Road. Work has continued steadily on the East
Cross Route Contract at Hackney where, in addi-
tion, we have received an order from British Rail
for a bridge. We have recently been awarded a
major road contract at Neath in South Wales.

In the field of marine works we have completed
facilities at Harwich for Harbour Development Ltd
and have made a satisfactory start on the construc-
tion of the Marine Terminal at Amved's refinery at
Milford Haven. The submarine pipeline at Warral was
safely floated into position earlier this year and the
Company was most gratified at the congratulatory
messages received both from the client and the
consulting engineers on the completion of this
difficult operation. A contract of particular interest
is the one obtained for heightening the river wall of
the Thames in the vicinity of the Houses of
Parliament.

Work is proceeding on the construction of
elevated car parks in Cambridge and Stevenage
and on two large hotels situated at Marble Arch
and Swiss Cottage, London. We have recently
received the order for extensive foundation work
at the new Carlsberg Brewery near Northampton.

During the year we obtained our first contract in
Barbados in joint venture with Clark and Tucker of
Bridgetown and we are exploring the possibility of
work in other areas abroad.

Caribbean Construction Co. Limited

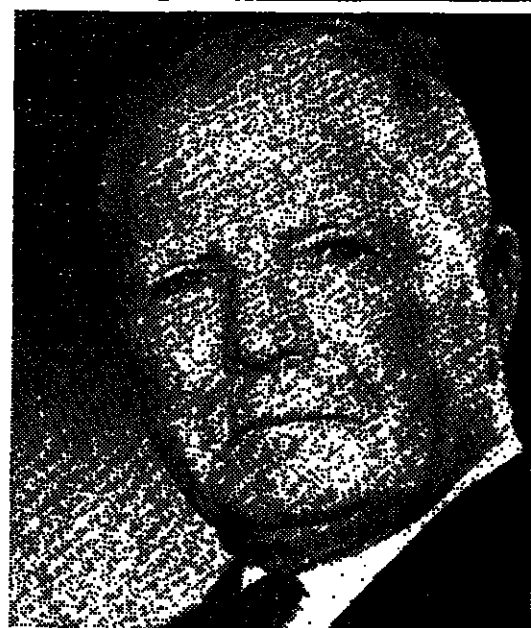
The Company has again done well, with a con-
siderable increase in turnover, mainly due to
additional work on the Alcoa Minerals Alumina
Plant. Unfortunately, due to labour unrest on this
project, work was suspended by the owners for
three months at the end of 1970 and in conse-
quence this major contract is not expected to be
completed until the end of 1971.

The 200-room hotel project at Port Henderson
for Kingston Beach Hotels is well under way and
is due for completion in September 1972. We are
engaged on the development of an office building
in New Kingston in association with local interests.

Work is in hand for the Caribbean Cement
Company, a Sea Wall contract for the Kingston
Waterfront Redevelopment Company and a further
pre-stressed concrete bridge for the Ministry of
Works.

J. L. Kier & Company, Limited

At the Annual General
Meeting of the Cork Marts/
I.M.P. Group held in Cork on
Friday, September 24th, the
Chairman, Major Maurice
Donegan, reported a further
year of progress in the Meat
Plants and Livestock Marts.



Major Maurice Donegan
Chairman, Cork Marts/I.M.P. Group

The following comparative figures were given:

	1969	1970
£	£	£
Group Sales	36.8m	44m
Profit before depreciation	734,000	764,000
Depreciation	170,000	228,000
Share Capital	3.08m	3.69m
Dividend Declared (7½% p.a.)	217,197	240,793

IRELAND'S BIGGEST
EXPORTER

The Chairman in his report to
the Annual General Meeting
highlighted the fact that the
Cork Marts/I.M.P. Group is
Ireland's biggest exporter with
more than £7 millions in meat
sales to the U.S.A. and £13
millions to other markets.
The Group plays a very impor-
tant role in the Irish economy
as a major dollar and other
foreign currency earner with
its £20 millions in export
meat sales.

E.E.C. POTENTIAL

Speaking about the possibilities
presented by membership of
E.E.C., the Chairman stated
that the Cork Marts/I.M.P.
Group was one of Europe's
biggest farmer owned co-
operatives. He stressed, how-
ever, that while E.E.C.
membership would open up
tremendous opportunities for
the marketing of Irish agricul-
tural produce, the Group
would have to consolidate its

position so that it would be in
a position to withstand the
strong competition which
would come from the well
organised processing and
marketing co-operatives in
E.E.C. countries.

VITAL ROLE OF
MARKETING

The Chairman reported a very
successful first year's operation
of the Society's London based
subsidiary, Irish Meat Market-
ing Ltd., which had fully jus-
tified their decision to adopt a
more sophisticated marketing
system for Irish meat. Irish
Meat Marketing, he said, is
geared to handle the ever in-
creasing range of portion con-
trol and vacuum packed meat
products which the Group's
plants are now producing in
increasing quantities. He
emphasised that the U.K.
would remain the major Euro-
pean market even if Ireland
joined E.E.C., and that the U.K.
marketing company would have

a vital role to play in the
future in ensuring the best
possible return for Irish beef
and lamb in that market.

THE FUTURE

Referring to the future the
Chairman stated that under
E.E.C. conditions farmer owned
co-operatives like the Cork
Marts/I.M.P. Group would be
required to perform an even
greater role in marketing
agricultural products, and he
stressed that preparations
would have to be made im-
mediately for this situation
and the opportunities which it
would present.
In these preparations, the
Society's 28,000 shareholders
could play a very big part and
plans were being formulated at
present which would involve
them more closely in the
future development of the
Group, Major Donegan said.
The Chairman confirmed that
Dividend Warrants would be
mailed to the 28,000 share-
holders immediately.



THE CORK MARTS/I.M.P. Group

and subsidiaries:
Irish Meat Packers Limited
International Meat Company Limited
C.F.U. Meats Limited
I.M.P. (Midleton) Limited
Irish Meat Marketing Limited

SKYLINE HOTEL

The skills and products of many different companies contributed
to the successful completion of this project—see centre pages

90% of our PRINTING
is for LONDON'S
GREAT HOTELS
including the new SKYLINE.

Menu for Printing

à la carte

Guest Bills, Account Sheets,
Control Bookers, Rack Slips,
Key Page, Paper Table Mats,
Breakfast Orders, Receipts,
Bar Bills, Licence Labels,
Guest Stationery, Tickets,
Circular Letters, Menus Slips,
Call Sheets, Sewing Kits,
Casino Work, Cumulative Cards,
Rack etc.

table d'hôte

Bar Signs, Clockroom Tags,
Room Notices,
Rubber Stamps,
Plastic Signs,
Door Knob Notices.

J.D. GARROD LTD. 01-854 9621
144 PLUMSTEAD ROAD, LONDON SE18
Printers to Hotels, Restaurants and Casinos.

CONGRATULATIONS

to THE MANAGEMENT
ON THE OPENING OF THE
SKYLINE HOTEL
from

COUNTY GLAZING (KENT) LTD.,
who supplied and erected the bronzed
aluminium cladding on the main Entrance
Facia and Columns and also fabricated and
supplied the black anodized louvers, through
the architects, The Ronald Fielding Partner-
ship.

County Glazing (Kent) Ltd.,
1, Station Approach, Catford, S.E.5. Tel: 01-690 3694

The finest hotelware
in the world has
been supplied to the
Skyline Hotel.

Royal Tuscan Metallised Bone China

Tuscan Works, Langton, Stoke-on-Trent, Staffs. London Showrooms: 41 Wigmore St. W.1.

THE IMPRESSIVE NEW SKYLINE HOTEL
REPRESENTS YET ANOTHER ADDITION TO THE LIST OF
EUROPEAN AND OVERSEAS HOTELS FOR WHICH
FAIRWALL SLIDING DOORS
HAVE BEEN SPECIFIED

SOME RECENT HOTEL CONTRACTS:

Holiday Inns, Plymouth
Exeter, Glasgow Airport
Narroway, Glasgow Airport
Albany Hotel, Cork
Albany Hotel, Nottingham
Dorchester, London
Inn On The Park, London
Europa Hotel, Brussels
Hotel Frontal, Besancon, France

BRITISH FAIRWALL LTD.
Equity House, Central Sq.,
Wembley, Middex.

Hilton Hotel, Mainz, W. Germany
International, Bucharest
Narrows, Oslo, Norway
Hilton, Singapore
Hilton Hotel, Singapore
Pavane, Kingston, Jamaica
Inn On The Park, Tokyo, W.
Hilton Hotel, Cape Town, S.A.

Telephone 01-903 0332, Telex
25858.

Decorations

by

W. S. HARVEY (Decorators) LTD.

13, Vastern Road Reading

Tel. 53723

Complete Design and Installation
of Electrical Services

**P
E
C**

**PHOENIX ELECTRICAL
COMPANY LTD.**

01-407 4834

PHOENIX HOUSE
16-18 MARSHALSEA, ROAD, LONDON S.E.1 1NN.

A member of the RTZ-Pillar Group

Plastering & Screeding to Public Areas by

A.R.G. Plastering Ltd.

Plastering & Suspended Ceiling Specialists

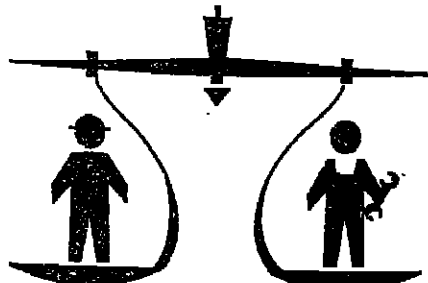
22-4, Blackhorse Lane, Walthamstow,
London, E17 6HJ.

01-527-8336

INDUSTRIAL RELATIONS: THE NEW ACT — 6

The rights of the individual

BY JOHN ELLIOTT, Labour Editor



NEW RIGHTS for workers are included in the Industrial Relations Act which for the first time provides protection against an employee being unfairly dismissed. In addition, there are changes to contracts of employment with requirements for longer periods of notice. Union members are given power to appeal against their unions to the courts, and workers (as has been explained in an earlier article) are given the right to belong or not to belong to a trade union.

Take to court

Finally, although the Act introduces restrictions on those calling strikes, it includes no new sanctions on strikers themselves, which means that the individual's right to strike is not changed. On the other hand, an employer also still has the right to dismiss employees who break their contracts of employment by striking, and will also still have his old right, which was seldom used, to take strikers who breach their employment contracts to court.

The Act lays down "the right not to be unfairly dismissed" by creating an unfair industrial practice where an employer does dismiss an employee unfairly. This should not be confused with the concept of "wrongful dismissal" which exists under the common law and involves alleged breach of contract — for example, when an employee is not given the lawful amount of notice.

Wrongful dismissal cases are heard by the ordinary courts and this will continue, at least for the time being. Later, they may be transferred to the Industrial Tribunals, which will be dealing with the new unfair dismissals, once the ITs' case load has settled down.

The onus of proof in an un-

fair dismissal case rests on the employer to show that in fact his action in sacking an employee was not unfair—this means that once a worker complains to the IT, his dismissal is deemed to have been unfair unless the employer provides a good explanation.

The employer's action will be regarded as having been "fair" if he can show that the principal reason why the man was dismissed was because he had not got the necessary "capability or qualifications" (health, skill, aptitude, etc.), his conduct was unacceptable, he had been made redundant, or his employer would have been breaking the law if he had continued to employ him.

In addition, as has already been mentioned, it would be fair for a man to be dismissed for taking part in a strike, or other industrial action—but only providing he does not appear to have been singled out for victimisation, and providing his main "crime" was not that he was taking part in the activities of a registered union at appropriate times. This stems from the basic right to belong to and take part in the activities of a registered union, but does not extend to taking part in the activities of an unregistered organisation — a man could therefore be fairly dismissed for taking part in an unregistered organisation's activities in connection with industrial action.

A lock-out

It would also be fair for an employer to dismiss some or all of his workforce by way of a lock-out, provided he offered them re-employment when the dispute was over and work could resume.

But it would be unfair to dismiss a man for refusing to belong to either a registered union or to an unregistered

organisation (subject to approved closed shop and agency shop arrangements) and for joining a registered union, and it would also be unfair if he had been selected to be made redundant in contravention of an established arrangement or procedure.

But even if the employer successfully shows that the dismissal took place fairly under one of these headings, the IT still has to decide whether the employer "acted reasonably or unreasonably" in regarding the offence as justification for dismissal. It would, for example, presumably be "unreasonable" for an employer to dismiss a man for misconduct if his offence had usually been ignored in the past when committed by others, or if he arrived a little late for work on a rare occasion. A lot of case law is expected to build up on what exactly is fair and reasonable.

Case load

Appeals to the ITs alleging unfair dismissal can only be made by employees with two years' service, except where the alleged unfairness concerns the right to belong or not to belong to a trade union when the man involved need show no length of service and indeed might have been refused initial employment. This two-year qualification could well cut the case load on the ITs by excluding up to 80 per cent of potential cases, and the Government has given assurances that it will consider reducing the qualifying period once it became clear how this section of the Act was operating.

When an IT considers that a dismissal has been unfair and unreasonable it has two remedies. It can either recommend re-engagement—which it cannot enforce—on terms which it must lay down, or it can award compensation of up to

£4,160 depending on the amount of pay the man would normally receive per week.

It will only recommend re-engagement if it considers this to be practicable—for example, it would be impracticable if the unfair dismissal had taken place as part of a redundancy exercise or if, perhaps to avoid having to take the employee back, the employer had filled the job. Where it does recommend re-engagement the IT will lay down the terms—for instance, whether the man should be reinstated in his old job or placed elsewhere.

At this stage something of a poker game could develop if neither the employer nor the employee were in favour of re-engagement but neither wanted to put himself in the wrong by being the first to resist the IT's recommendation. This is because, as explained later, any resultant compensation could be weighted against the party which opposed the IT.

If the IT felt that re-engagement was not practicable, or if the case arose over a man being refused employment because he did not belong to a union and therefore obviously could not be re-engaged, or if an IT re-engagement recommendation was not complied with, the IT would award compensation.

Lost wages

The maximum figure of £4,160 is arrived at by setting a maximum compensation of £40 a week, depending on the man's pay, and multiplying it by 104 weeks which is a set figure irrespective of length of service. This 104-week figure would presumably be maintained if the two-year qualification period already mentioned was shortened. The £40 can be varied later—it could be increased to take account of inflation, for example—by Parliament.

The amount awarded would depend on the amount of wages lost by the employee and the degree to which the IT felt that he should be compensated—the Act says the amount should be "just and equitable in all the circumstances." The assessment could be reduced if the unfair dismissal was "caused or contributed to by any action of the aggrieved party"—that is, if the employer had some justification for dismissing the man even though he had done so unfairly.

If compensation became necessary because a re-engagement recommendation was not carried out, the IT could vary what would have been its normal assessment depending on who had opposed the recommendation. Therefore, if the original assessment would have been, say, £800, it could go up to perhaps £1,000 if the employer had opposed re-engagement or down to £500 if the employee had refused to be taken back.

Free to strike

The IT can also decide that a third party should share the burden, with the employer, of paying the compensation. This would be done where an employer, for example, persuaded the IT that he had unfairly dismissed the man because of pressure from a trade union not to continue to employ him—perhaps because he had left the union.

But if the person exerting the pressure was an authorised official of a registered trade union, the third party would have to be the union itself and not the official (as has already been explained over compensation in cases of general industrial action). Where the official or union was not authorised or registered there is no such restriction.

Throughout all this, the Act in no way debars industrial

action being taken to secure a man's re-engagement. Unlike other parts of the Act where it is generally an unfair practice to induce industrial action when the legislation's procedures are being operated, workers are free to strike (although their leaders would have to be authorised by a registered union), or take other industrial action. Such action would be allowed whether or not the case has been taken to the IT and irrespective of any recommendations or awards made by an IT.

This departure from the general approach adopted throughout the rest of the Act stems partly from the fact that since the legislation does not provide for re-engagement to be enforceable by law, the Government felt that it should be left open for industrial action to be taken to attempt to secure the enforcement. Secondly, since workers with less than two years' service are generally excluded from the provisions, it was considered more satisfactory to allow for general industrial action rather than attempt to limit it to situations excluded by the two-year restriction.

Employers and unions can arrange with the NIRC for their companies or industries to be excluded from all the Act's provisions on unfair dismissals if a satisfactory voluntary procedure agreement has been negotiated. Where voluntary procedures do not attain this status, workers dissatisfied with their treatment could, of course, appeal to the ITs, hoping for better terms.

The application to the NIRC would have to be made jointly by the employer and union involved (the union need not necessarily be registered but it remains to be seen whether the unions' boycott of the new courts means that they would not be a party to such an application).

The NIRC would have to be satisfied that the union was independent and not dominated by an employer (similar to the

qualification for union registration), and that the procedure agreement in fact provided for employees to appeal against unfair dismissals without discrimination (all employees, if the agreement covered them all, and not just union members.)

The agreement would also have to provide remedies "as beneficial as (but not necessarily identical with) those provided" by the Act. Traditionally most voluntary procedures provide only for compulsory re-engagement and not compensation. This would probably be acceptable as equally "beneficial" even though not identical. The agreement must also provide for independent arbitration or adjudication at the end of the road and be precise about which employees are involved.

Contracts

The changes to contracts of employment amend the Contracts of Employment Act 1963. Firstly they reduce from 26 to 13 weeks the period of continuous service which entitles an employee and an employer to one week's notice from each other. Secondly, they give an employee the right to a maximum of six weeks' notice after 10 years' continuous service and eight weeks after 15 years, compared with the 1963 Act's four weeks maximum after five years which remains the requirement for five to ten years' service. The amendments also require additional information to be given in the written statement of an employee's contract of employment to which he is entitled within 13 weeks of starting a job.

The additional information includes sufficient details of holiday entitlements to enable them to be calculated, the employee's right under the new legislation to belong or not to belong to a union and to take part in its activities, the effect of any existing approved closed shop or agency shop on this

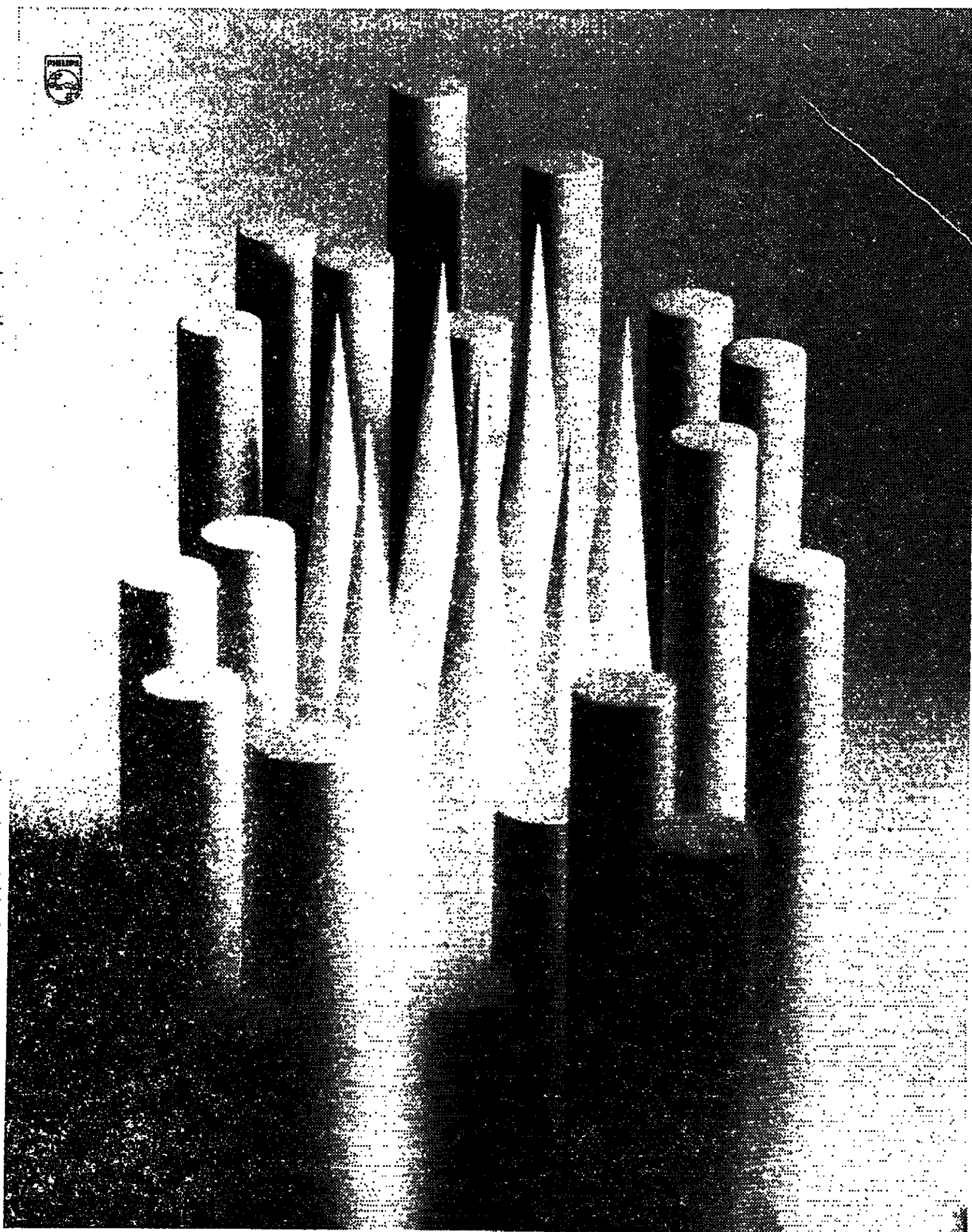
right, the first stage of the concern's grievance procedure (that is to whom he should first complain—normally a foreman), and the subsequent steps in the procedure with a cross-reference to a readily available document on the full procedure.

Union behaviour

Union members are also given new rights protecting them from decisions taken by their unions against which they may hitherto have had no easy redress. As has already been explained in the article on registration, union members can complain to the Registrar or direct to a tribunal if they feel they have suffered because their union has not abided by the Act's guiding principles on union behaviour—for example, if a union has attempted to discipline them for refusing to take part in an unfair industrial practice or in a political strike.

The most that a member can gain by going to an IT is compensation up to the £4,160 ceiling. But if the complaint was over a case of wider significance—having an election declared void, for instance—the appeal would probably have to be to the NIRC.

The six articles in this series on the Industrial Relations Act are being reproduced in a special booklet which is expected to be available within the next fortnight. Single copies will be on sale at 25p each (plus 3p to cover postage). Bulk orders of 10 copies or more will be supplied at a discount. The exact publication date of the booklet will be announced in due course; advance orders (accompanied by payment) or inquiries should be addressed to the Circulation Department of the Financial Times.



Philips lighting looks after your rods and cones.

Rods and Cones?

You have about 130 million rods and cones in your eye. They make up your photoreceptors, the pigmented cells which form part of the retina covering the eye's inner surface.

Cones function in bright light, give you day-time vision in full colour.

Rods come into play after dark, reveal a world where everything is in tones of black, white or the greys between.

The human eye is like a camera, loaded with both black and white and with colour film.

Our part is to provide the best possible lighting for that incredible camera.

That's why we spend millions every year on research and quality control so that we can bring you the very best lighting. Everywhere.

On the motorways, in the home, in factory or office, on the farm, in hospitals, schools, on public transport, from the dashboard lamp on your car to the floodlighting in the docks.

We make lamps and fittings for every lighting purpose. So if you have any kind of lighting project in mind, write to us at:

Philips Electrical Limited, Lighting Division, City House, London Road, Croydon CR9 3QR.

We want you to have the best. **PHILIPS**

Investments: New Analytic

Techniques

J. P. Williamsen £3.95
"a good book, a workmanlike bridge across the gap between the celebrations of the business schools and the hurly-burly of the market."

THE ECONOMIST 7.8.71

Britain in Balance

W. A. P. Manser £2.75
The managers of Britain's economy are urged to "stop getting in a flap about the balance of payments and let the country really start to live."

BOOKS FORTHCOMING:

Order from your bookseller now

Marketing for Expansion and Europe

C. G. A. Godley and D. S. Cracknell £3.95
Describes the complete marketing operation with particular reference to Europe as one marketing area. October.

Investment Analysis

Dennis Weaver £4.95
Produced under the auspices of the Society of Investment Analysts. The author was a senior partner of one of the City's leading stockbroking houses, where he developed the research department. Explains the rudiments of the art of investment analysis. November.

Sovereignty at Bay

Raymond Vernon £3.50
The multinational spread of U.S. enterprises. "A timely and informative contribution by the leading scholar in the field... keen economic and political analysis, and a judicious set of recommendations for the multinational enterprise, so often the subject of passionate differences."—Charles P. Kindleberger, MIT. November.

South East Asia's Economy in the 1970's

The Asian Development Bank £3.00
Full report on the opportunities and challenges of this area as commissioned by the 4th Ministerial Conference for Economic Development of Southeast Asia. November.

Industrial Relations Act (An Introduction)

Alan Campbell QC £2.50
A comprehensive legal work on the new Act, shorn of economic, political and social considerations. Foreword by the Rt. Hon. Lord Donovan. December.

Longman

The Computer and Business Unity

R. HITCHCOCK and EDGAR WILLE
£3 net

Production Control is Management

D. K. CORKE
£3.50 net

Case Studies in International Marketing

ARNOLD K. WEINSTEIN and K. H. F. FARGHER
£3 net

The Student's Systems Analysis

And Data Processing
PETER KILGANNON
£2.00 approx. (December)

Analysing Catering Operations

G. CUTLIFFE and D. STRANK
£1.50 net

Ergonomics for Caterers

D. STRANK
90p net
EDWARD ARNOLD
41 Maddox St. London, W1R 0AN

The Statesman's Year Book

New 1971/1972 Edition

Edited by John Puxton

The Statesman's Year Book, containing the most up-to-date accurate information on every country in the world.

For the Business-Man-of-the-World

Macmillan £3.80

Anthony Sampson

The New Anatomy of Britain

"Mr Sampson has no rival. He is now almost part of the working constitution. Compulsive reading."

OBSERVER

"A highly expert and illuminating tour of the British meritocracy"

GUARDIAN

"Beautifully produced, timed to perfection. The full length study of Heath is very good indeed."

NEW STATESMAN

731 pages, diagrams. Literary Guild Alternate Choice £3.25
HODDER & STOUGHTON

Business Books

A modern Capability Brown

BY PETER PARKER

Organisation, by Wilfred Brown. Heinemann Educational Books. £3.75

This is an important, imaginative book, and in so many ways a masterpiece. It is the most successful industrialist, he has a philosophy of work and organisation. All his industrial life Lord Brown has shown brilliantly that an industrial manager can do that dangerous thing, think and thrive as an entrepreneur, and innovator in research and action, lately a Minister of State, now a Privy Councillor and Professor of Business Administration at Brunel University. We should welcome this readiness to interchange roles and relate experience. The more good mixers in the mixed economy the better.

Lord Brown has done much, and in this book perhaps too much. The 400 pages are an amalgam of at least three books: the worthwhile updating of the Glaxo project series, a bold new proposal for squaring the vicious circle of national wage negotiations (and more of this, please) based on the relevance of his industrial experience to government and civil service. It is a remarkable achievement since presumably it was put together after the 1970 Election. With more time it could have been shorter, the points sharper, the form tighter. The writing itself has some surprises for me as a long admirer of Brown's discourses, hardened to the careful non-emotive process of writing a book, a new, relaxed lucidity which comes shining through in flashes.

It is in the first two parts of the book, The Anatomy of Employment Systems and Power Groups, Participation and Wage Differentials, particularly

of social unrest and inflation. Altogether a daring climb, as we should expect from a man of his career—and we should value it. Like most successful industrialists, he has a philosophy of work and organisation. All his industrial life Lord Brown has shown brilliantly that an industrial manager can do that dangerous thing, think and thrive as an entrepreneur, and innovator in research and action, lately a Minister of State, now a Privy Councillor and Professor of Business Administration at Brunel University. We should welcome this readiness to interchange roles and relate experience. The more good mixers in the mixed economy the better.

Lord Brown has done much, and in this book perhaps too much. The 400 pages are an amalgam of at least three books: the worthwhile updating of the Glaxo project series, a bold new proposal for squaring the vicious circle of national wage negotiations (and more of this, please) based on the relevance of his industrial experience to government and civil service. It is a remarkable achievement since presumably it was put together after the 1970 Election. With more time it could have been shorter, the points sharper, the form tighter. The writing itself has some surprises for me as a long admirer of Brown's discourses, hardened to the careful non-emotive process of writing a book, a new, relaxed lucidity which comes shining through in flashes.

latter, that Lord Brown breaks new ground for himself and for us. Here he comes to grips with the real issue behind the near inside of Glacier Metal looking out makes me uneasy. If this is not the wrong way round, it is surely to some extent one-sided. In so many ways the tensions and hostilities of organisational relationships, it could be argued, are from maladjustments to accelerating social changes outside. Political decisions on the economic allocation of national resources, for instance, education and social policies set a pattern for community relationships which put the traditional authoritarian hierarchies of organisation into feudal contrast. The Glacier Metal experiments have for some of us always seemed to have lacked social and political contexts to give them broader realities. Lord Brown's Council, however admirable, seems far beyond the art or science of the possible in the management of our affairs to-day. How would this review body hold its own with differing governments? How would it maintain credibility right down the line to a shop steward on the make? These and other questions he raises himself and bravely answers, but we are left feeling that a host of others will go on begging for some decades yet. What he is asking for is not just a National Council, but a new way of life.

He honestly sees this too. He ends his introduction with "so I am optimistic." But in the last paragraph of his key second part says somewhat resignedly: "I do think that society will vote for the changes I want until we are in very serious trouble. I hope this turns out to be a pessimistic view."

of the Council of the EEC, and the Glacier Works Council—a solemn thought. But this perspective from the inside of Glacier Metal looking out makes me uneasy. If this is not the wrong way round, it is surely to some extent one-sided. In so many ways the tensions and hostilities of organisational relationships, it could be argued, are from maladjustments to accelerating social changes outside. Political decisions on the economic allocation of national resources, for instance, education and social policies set a pattern for community relationships which put the traditional authoritarian hierarchies of organisation into feudal contrast. The Glacier Metal experiments have for some of us always seemed to have lacked social and political contexts to give them broader realities. Lord Brown's Council, however admirable, seems far beyond the art or science of the possible in the management of our affairs to-day. How would this review body hold its own with differing governments? How would it maintain credibility right down the line to a shop steward on the make? These and other questions he raises himself and bravely answers, but we are left feeling that a host of others will go on begging for some decades yet. What he is asking for is not just a National Council, but a new way of life.

He honestly sees this too. He ends his introduction with "so I am optimistic." But in the last paragraph of his key second part says somewhat resignedly: "I do think that society will vote for the changes I want until we are in very serious trouble. I hope this turns out to be a pessimistic view."

The moguls

BY TERRY DODSWORTH

The Chief Executive by George Copeman. Leviathan House. £4.80

Our top managers live discreet and relatively unpublicised business lives. Occasionally, during a hard fought takeover battle, or after a particularly astute piece of manoeuvring, they may swim briefly into the headlines. But generally they conduct their business behind the closed, anonymous door of the Boardroom, revealing little of their personalities or ideas. How many of us could sketch out the attitudes and ideas of Britain's top 20 executives—or even name them?

Yet, as any business journalist knows, the top men of the company can be endlessly fascinating. Many of them are colourful individuals; most of them can talk interestingly about their work. The Chief Executive dwells on the work rather than the personalities, building up a detailed picture of the company and its place in the dominant industrial figures in three of the West's most influential economies—Britain, the U.S., and Germany. Copeman had to ensure anonymity for the 103 executives he interviewed, so we get none of the revelations of individual personalities that were in a book like William Davis's *Merger Mania*. But the book is far from dull, despite its single-minded concentration on dry facts. It is cleverly constructed, with divisions into carefully defined sections which bring out subtle differences—between, say, social skills and negotiating skills. It maintains colour and liveliness with pages of direct comments made by the managers themselves, some thoughtful, some

revealing, some amusing. And it throws out a number of interesting generalisations.

One of the most intriguing of the latter is that the fastest company growth rates have been achieved by "original capitalists," men who have founded and built up their own businesses. In Copeman's analysis this is often the most significant difference between companies, whose detailed management style may in many respects be similar. Copeman adds piquancy to his argument by dividing his British sample into fast and slow growers, and showing that the fast growers, all "original capitalists," outgrew their counterparts abroad.

To my mind, the book is more revealing when asking "how," "what," and "when" questions rather than "why." How, for instance, do most high-flying executives learn financial skills? How and when do they learn social skills? What do they think about company organisation, budgeting, or office layout? The answers show that there are great common areas shared by top executives. Most of them can remember when they picked up their most important skills (no, it is not a matter of pure intuition) and their answers show that they have the precious ability to learn from experience, reflecting on it, and building up their own style as they note their strengths and weaknesses. In the process the book destroys the notion that the successful businessman is an extrovert. And, just as a bonus, it provides a problem-solving index at the end, and a design for the ideal executive desk—which turns out to be a flat octagonal.

Computers at work

BY ROY TURNER

How Computers affect Management, by Rosemary Stewart. Macmillan. £3.95

One of the most remarkable features of the 1960s was the revolution in the use of computers in British industry. Managers were mesmerised by this new and fashionable technology, by which total waste was committed considerable resources to computer installations and programmes. It is surprising, therefore, to witness the rapid decline in interest that has occurred in the past year or two, as evidenced by the downturn in prospects of the computer industry. Why this sudden change?

Most readers are aware of the ambitious claims made for computers in the early days. These claims excited interest and at the same time instilled fear. It was said that they would make savings in staff and money and help managers solve many of their problems. In fact, they have achieved neither to any great extent. Now, that the honeymoon is over, some of the problems beginning to appear to be that computers are not a short cut to good management but a tool which if properly mastered and used can make a useful contribution to better management. Others, however, have transferred their responsibility to specialists or abandoned hope. Both groups of managers would find it worthwhile to read Rosemary Stewart's new book, which illuminates the problems that can occur in computer applications—human rather than technical—and provides guidelines that can help all concerned to anticipate the problems and avoid the pitfalls. It also

does the ego good because it is written in a way that makes the computer comprehensible.

The book is written for "managers who want to learn how to employ the computer and computer specialists" and "computer specialists" who are interested in learning about management problems. It is based on the case study method of research using ten companies including BP, West Midlands Gas Board, British Oxygen and Oxford University Press. Three types of computer application were studied relating to clerical procedures; planning and control; and long-term planning and policy decisions, in companies varying in size and product.

The case studies reveal a number of common problems that appear to arise, especially where no previous experience exists. Many managers, partly through ignorance, don't seem to know what the computer can and can't do. They underestimate how the organisation and its employees, which are the computer's users, are involved in the process. Moreover, in some cases they lack an understanding of the true nature of the business problems which they are trying to solve through the computer. Computer specialists are also guilty of failing to give enough attention to winning acceptance for their systems and neglect to give enough attention to the management problems with which they are concerned. How to anticipate and overcome such problems is what this book is about. It does not attempt to offer a solution, because this will vary with different organisations and applications. It does, however, offer useful guidelines on the potential of computers dealing with them and the potential effect on management as a result of the findings and lessons that emerged from the case studies. As with all her books Rosemary Stewart has produced a concise, lucid and highly readable book on a difficult subject.

European signpost

BY ANTONY THORNCROFT

Marketing in Europe by R. L. T. Bickers. Gower Press. £4.50.

To many managing directors the appearance of Richard Bickers' book in the month that the U.K. commits itself to Europe will seem providential. For now they can no longer procrastinate—they must start to discover the continent. And on the surface here is the essential handbook. A concise, straightforward, fact sheet which tells you how to raise money in Sweden, the cost of office accommodation in Düsseldorf, and the prevalent rules of competition in France. And a lot more.

Obviously this book will be very useful to many potential exporters. The difficulty is in imagining who they could possibly be. Are there chief executives who plan costly investments in foreign markets on the basis of a few hundred words written by the top man in Bickers and Colman's Progress Floor Treatments Overseas Section?

The initial chapters on Organisation and Policy offer a child's guide to exports which would only assist a company completely new to the game. And they can hardly be expected to need much of the detailed information about working and living conditions in places like Milan and Copenhagen. On the other hand a major international company might find the checklists very useful but be discouraged by the introduction.

So *Marketing in Europe* is all things to all men, and yet really quite none the worse for that. As

you read it you realise just how very different the countries of Europe are. In Belgium, for example, there is little brand loyalty and consumers are used as the Continental test market. In Oslo workers are given free aptitude tests. In Denmark trade unions are a recognised source of recruits. In Switzerland you cannot mention wages or working hours in newspaper recruitment ads. It really is a Brave New World we are about to join.

Fortunately any really restrictive pieces of local legislation seem to be widely ignored: Mr. Bickers does not seem to think that any new employers in France need really registered themselves with the relevant Ministry. He is really way ahead of himself sometimes; for example, he cryptically mentions a European country where workers automatically receive a month's bonus on salary twice a year, and then failing to identify it. He has also reduced the population of Copenhagen by \$10,000.

More seriously, he has tackled on a chapter about trade with Eastern Europe which had best been turned into another book or entirely eliminated. As it is, it is little more than a vagaries of pricing policies in Eastern Europe.

But in the main Mr. Bickers is more than timely. He has set himself a difficult and worthy task and produced a useful work which will find an appreciative market.

NEW BOOKS FROM BUTTERWORTHS

Harvey on Industrial Relations

By R. J. S. Harvey, Q.C.

This authoritative account of the new Act will be welcomed by legal practitioners and others who will have to advise their clients on its practical workings. Running to about 500 pages, it consists of an introduction to the Act, followed by a commentary on the implications of its provisions, then the text of the Act itself with extensive annotations. Harvey will welcome the fact that the Act is available in Butterworths Annotated Statutes as well as being an independent work.

£5.75 net. 406 22175 8

Selwyn's Guide to the Industrial Relations Act 1971

By M. Selwyn, LL.M.

The object of this handy pocket book is to provide a guide to the Act for management, trade unionists and teachers and students of law and industrial relations. Running to close on 150 pages, it summarises the Act in a narrative form, dealing with its provisions clause by clause. The chapters are headed as follows: Institutional Arrangements; Trade Union Organisation; Industrial Disputes; Collective Bargaining; Legal Remedies; Emergency Procedures; Strikes, Lockouts and Sit-downs. The Right to Strike.

£5.50 net. 406 65338 0

Bradbury's Law Relating to Business

By P. L. Bradbury, B.A., LL.M., Senior Lecturer in Law at the Polytechnic of Central London, and Course Tutor in Business Studies, Victoria University, Wellington (N.Z.).

Many important administrative posts in business and the social services require a sound knowledge of the law, and this book is tailor-made for such requirements. It deals first with the law of contract, then with the law relating to contracts and restrictive practices, sale of goods, torts relating to business and other topics that are relevant to the world of business and commerce. Running to nearly 400 pages, the book refers extensively to relevant cases and statutes.

Cased: £4.50 net. 406 55950 3

Limp: £3.00 net. 406 55951 1

Northey and Leigh's Introduction to Company Law

By J. F. Northey, B.A., LL.M. (N.Z.), Dr. J. F. Northey, Professor of Public Law, University of Auckland, L. H. Leigh, LL.B., Ph.D., Reader in Law in the University of London, and D. Goldberg, LL.M., barrister.

This introduction to Company Law gives a far greater background to the subject than is usual in such works. It concentrates on the major theoretical aspects of the law, and gives a reasoned discussion of the basic principles, thus providing a coherent and balanced picture of the subjects. Topics dealt with include the financing of the company, investor protection, directors' duties, meetings and proceedings, shares, borrowing powers, taxation, winding-up and unit trusts.

Cased: £3.00 net. 406 63100 8

Limp: £1.50 net. 406 63101 8

BUTTERWORTHS, 88 KINGSWAY, LONDON WC2B 6AB

Showroom: 11-12 Bell Yard, Temple Bar, WC2

AUERBACH books

— as essential

as your telephone

Dealing with Technological Change

160 pages £5.00

Management Innovation and System Design

200 pages £4.50

Orienting the Manager to the Computer

248 pages £5.00

Flowcharts

192 pages £5.00

Mass Information Utilities and Social Excellence

350 pages £7.50

Management Planning for Data Processing

256 pages £6.50

Project Control Standards

204 pages £5.00

Design of the Management Information System

192 pages £5.00

Impact of Information Technology on Management Operations

400 pages £7.35

AUERBACH Publishers Inc.

Davis House

69-77 High Street

Croydon CRO 10E

England

Tel 01 686 1493

Telex 946 445

Christopher Tugendhat

THE MULTINATIONALS

"An interesting, indeed remarkable book on a question of increasing urgency... Mr. Tugendhat has called attention to a vitally critical problem. Thomas Balogh, *New Statesman* 'No industrialised country can afford to cut itself off from the multinationals. They will have to try to establish some kind of concordat instead. Mr. Tugendhat outlines some modest steps in this direction but his main purpose has been to describe why the multinationals emerged and how they function. His informative, fair and very readable book does this most successfully.' Colin Jones, *Financial Times* £3.25

Coming on October 21st

THE LEYLAND PAPERS

GRAHAM TURNER

The history of the only large British-owned company in the car industry, based on British Leyland's own records. £3.00

EYRE & SPOTTISWOODE

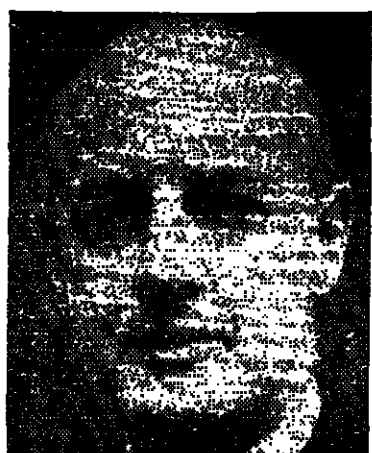
no marketing man can afford to ignore

MISMARKETING

by Thomas L. Berg

A full study of how and why five major marketing campaigns flopped—and suggestions for avoiding similar pitfalls.

NELSON £2.50



Speaking to AGB Research shareholders yesterday the Chairman, Mr. Martin Madden, said:

We shall take full advantage of our opportunities

The good health of the company in 1970/71 can be gauged by three key indicators:

Number Employed up on previous year by 9%
Turnover up " " " " 13%
Pre-tax Profits up " " " " 23%

The company's performance fully justifies the recommended increase in dividend and the further bonus issue.

The first four months' trading this year confirms my confidence that 1971/72 as a whole will prove another year of substantial growth.

The provision of management services to industry, in which market research is an important element, is an expanding field of activity in the advanced economies on either side of the

Atlantic. AGB Research is a major growth force in this sector of the economy.

Earlier in 1971 we acquired two specialist research companies and started two new services. We have now launched the Toiletries and Cosmetics Purchasing Index which is being syndicated under contract; already four of the largest manufacturers have signed agreements to subscribe for regular information on this £150 million market. Further new services will follow.

We are also taking steps to ensure that the AGB Research Group shares in the profitable development of market research on the continent of Europe.

This is a year of opportunities. They are opportunities for which AGB Research has been preparing. We shall take full advantage of them.

	1970/71	1969/70
Turnover	£1,946,734	£1,727,770
Profits before Tax	300,685	243,303
Profits after Tax		
attributable to AGB Research	172,090	123,807
Net Cash Flow	172,093	186,806
(after dividends of £102,300 for 1970/71 and £23,680 for 1969/70)		
Earnings per share	5.2p	4.7p

Copies of the Report and Accounts can be obtained from the Company Secretary.

AGB Research Limited

40 BROADWAY, LONDON SW1H 0BY 01-839 5291

INDIVIDUAL SURVEYS · SYNDICATED RESEARCH INTO CONSUMER DURABLES AND PACKAGED GOODS · TELEVISION AUDIENCE MEASUREMENT · COMPUTER SERVICES · COMPUTER MICROPRINT



ODDENINO'S

PROPERTY AND INVESTMENT COMPANY LIMITED

Highlights from the Chairman's Statement for the year ended 31st March, 1971

- * The turnover was £7,780,000 compared with £7,017,000 last year.
- * The pre-tax profit rose by over 45% and the profit after tax and minority interest rose by over 75%.
- * A 3½ points increase in the dividend for the year, from 16½ to 20% per 25p ordinary share, is recommended.
- * A 1 for 2 bonus issue is proposed.
- * The profits of the Hotel Division are planned to double within six years despite a temporary halt during the current year due to major expenditure on improvements to the White House and the Athenaeum Court Hotel.
- * The possibilities for a continuance of the Company's growth are better than ever before.

Company car still most sought after perk

By John Hunt

A COMPANY CAR is still the most popular fringe benefit among businessmen and remains a "jealously guarded privilege" mostly enjoyed by company directors and salesmen.

In a survey by Market and Opinion Research International, 82 per cent. of the companies questioned said that directors had a company car, and 80 per cent. provided them for salesmen.

However, the survey showed that the potentiality of fringe benefits in motivating management and staff is as yet scarcely explored by British industry.

"The findings point to large tracts of virgin territory for would-be advisers to industry on the possibilities and benefits of more radical thinking about use of fringe benefits," says the Director, Journal of the Institute of Directors, which publishes the survey in its October issue.

Other popular benefits were contributory pensions, provided by 79 per cent. of the companies; travel and accident insurance, 72 per cent.; commissions and bonus schemes, 68 per cent.; and moving expenses, 56 per cent. Subsidised lunches were provided by 56 per cent., with nearly half making them available to all employees.

Directors dominated the picture as far as "top hat" pensions were concerned. But only about 32 per cent. of directors were covered and one-third of the companies used such schemes as benefits.

British companies had been very cautious in introducing some benefits which are popular in the U.S. Only 12 per cent. used share incentive schemes and 8 per cent. of the directors participated in them. A mere 4 per cent. of the companies made loans for share purchase.

In the U.S. the average cost of fringe benefits was 27.9 per cent. of payroll. The survey concluded that in Britain the average is nearer 5 per cent., while 17 per cent. of the companies questioned said simply that they did not know.

The survey, made for International Life, an insurance company, was based on 310 interviews with companies each employing more than 25 people.

FAGS autumn meeting

THE Financial Advertising Golfing Society concluded their 1971 season when their autumn meeting was attended by 35 members from New Zealand Golf Course, Weybridge.

The morning single Stableford competition for the Streets Cup and a Ronson table lighter was won by Don Peat of St. James's Advertising with 43 points. Runners-up were The Dorland (City) and Alan Williamson (Financial Times). Runners-up prizes were won by Keith Taylor (Investors Chronicle), Ken Braddon (Daily Express), Brian Stockdale (St. James's Advertising), and Philip Falk (Stephens Advertising).

The morning round also saw the completion of The Times Spring/Autumn Stableford combined aggregate competition and The Times Trophy together with a copy of The Times World Atlas went to Keith Taylor of the Investors Chronicle who scored 77 points.

The afternoon Foursome Stableford competition for prizes presented by Foster Turner and Benson was won with 38 points by Bill Langley (Dorlands (City)) and Alan Williamson (Financial Times). Runners-up prizes were won by Brian Stockdale (St. James's Advertising) and Donald Spence (Vickers) with 35 points. The third prize of an annual subscription to Golf World presented by that paper was won by Chris Jacques (Guardian) and Mike Lomax (Foster Turner and Benson).

All prizes for the day's play were presented to the winners by Mr. Geoffrey Rowett, general manager of The Times Newspapers.

The council's field unit which made the report says it is concerned at the lack of training, and a working party is to consider ways of improving the situation.

One bright spot noted in the report is that specialist manpower has doubled in the last 15 years—with nine people a year becoming specialists in rheumatology in that time.

'Freeze' halts Atlantic rise

By James McDonald, Shipping Correspondent

BECAUSE of the economic measures introduced recently by the U.S. Government—including a price and cost freeze—shipping lines in the North Atlantic Westbound Freight Association have announced that the higher freight rates they expected to impose from the U.K. and Eire to north and south Atlantic U.S. ports from October 17 will not now take place.

Unless further developments enable the higher rates to be introduced earlier, the effective date of the new rates structure is postponed until November 18.

Atlantic Assets Trust Limited

Record Valuation—Total Assets Exceed £26m.

THE FIFTY-NINTH ANNUAL GENERAL MEETING OF ATLANTIC ASSETS TRUST LIMITED will be held on 28th October, 1971 at the registered office of the Company, 1 Charlotte Square, Edinburgh.

The following is the Review of the Chairman, Sir Alastair Blair, K.C.V.O., W.S., which has been circulated with the Report and Accounts for the year ended 30th June, 1971.

As I predicted a year ago, we have again passed through a difficult year, but the final outcome has not been unsatisfactory. Our valuation achieved a new record and our gross income was slightly better. With the acquisition of Edward Bates eighteen months ago, the proportion of unquoted investments was substantially increased. The valuations placed on the holding in Edward Bates, and the large unquoted holding of Save & Prosper Group, have remained unchanged during the year, and the whole of the rise in our total valuation comes from our other investments.

We feel that during the year we have been able to consolidate the large gains made in the past and we are now giving considerable thought to our future development.

Edward Bates & Sons—considerable benefits envisaged

The changes we have made by which I took over the Chairmanship of Edward Bates & Sons (Holdings) Limited and Mr. James Gamwell, a partner in Ivory & Sims, became Chairman of Edward Bates & Sons Limited, the bank and operating company, have resulted in the activities of Bates becoming more fully integrated with our own and we look for very considerable benefits from this investment in the future. The foundation of any business, particularly in the financial world, is people and our main concern for Bates is to recruit and train a young team to support the small and very active management team that we took over with the company. It may be a little time before the new recruits bring results in increased profits, indeed, the immediate result is increased expense. Nevertheless, we are convinced that this is the right way to prepare to take advantage of the opportunities which continue to increase.

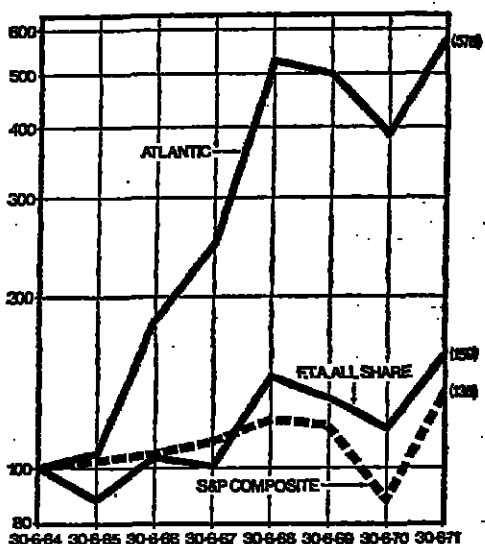
Another eventful year for Pennzoil United

Pennzoil United, our largest American investment, had another eventful year. The large Sierra copper mine came into full production; the holding in United Gas Inc. was sold; and a new subsidiary, Pennzoil Offshore Gas Operators Inc. (POGO) was formed to search for gas in the Gulf of Mexico. POGO raised \$120,000,000 by the issue of shares and convertible debentures through an underwriting syndicate in which Bates participated. We subscribed for \$500,000 Convertible Debentures and 16,500 Shares. POGO and its partners obtained nine blocks in the lease sale in December 1970. A number of wells have already been

drilled and, while no details of discoveries have been announced yet, we expect major benefits to result from our shareholdings in both POGO and Pennzoil United.

Interests in North Sea Oil Projects

Nearer home, oil in the North Sea has captured the imagination and Bates has promoted two companies, Caledonian Offshore Company Limited and Viking Oil Limited, to join with American partners in the search for oil. Caledonian Offshore Company is in partnership with Placid Oil Company of Dallas and ship with Viking Oil is in partnership with Hunt International, both companies being members of the H. L. Hunt Group. We subscribed for shares in both issues and in addition Bates received 5% of the shares of Caledonian Offshore and Viking Oil as a fee for promoting these companies.



Growth of asset value per Ordinary Share compared with Financial Times-Actuaries All Share Index and Standard and Poors Composite Index (30th June, 1964=100)

The Outlook

After a year of Conservative Government it looks as though both risks and opportunities are on the increase. This is a climate in which we are happy to operate. We are disappointed that the Chancellor has not so far been able to carry out the removal of capital gains tax from investment trusts, as recommended by Mr. Heath in 1965, but we look forward confidently to his budget next year.

The United States appears to be running into many of the problems which this country has faced during the last few years but we remain confident that that great country will have the resilience to overcome them.

Summary of Results

	Year Ended 30th June, 1971	Year Ended 30th June, 1970
Total Group Assets	£26,082,911	£20,101,079
Group Net Assets available for holders of Ordinary Shares after deducting prior charges at par	£17,499,313	£11,934,485
Equivalent per Share to	78p	53p
Total Income—before Interest and Expenses	£601,512	£596,924
Earned per Ordinary Share	0.66p	0.65p
Proposed Dividend per Ordinary Share	0.63p	0.63p

South Africa pump makers rationalise

AN AGREEMENT between the Glasgow-based Weir Group and the Edinburgh-based Lloyds of South Africa provides for Vivian-Harland Engineering Company (Proprietary) of Senon, near Johannesburg, to be owned 60 per cent. by the Weir Group and 40 per cent. by Lloyds of South Africa (Proprietary), a wholly-owned Weir subsidiary.

Vivian-Harland is at present jointly owned by Harland Group Holdings South Africa and J. H. Vivian and Co., a wholly-owned subsidiary of Lloyds of South Africa. The arrangement will facilitate the merging of the Weir Group and Lloyds centrifugal pump manufacturing operation at Vereeniging with that of Vivian-Harland at Senonburg. It will lead to a considerable expansion in the volume and range of pumps supplied by Vivian-Harland and to significant rationalisation in South Africa pump manufacture," Weir says.

Just the ticket for Czech buses

SETRIGHT REGISTERS, a member of the British Match Group, has won a £25,000 order for its ticket issuing machines from Czechoslovakia's state bus company.

The order, for Setright's speed model machine, brings the business the company has done with Czechoslovakia so far this year to £70,000.

Bulkmobile, of Sudbury, Suffolk, which announced in August the signing of a contract in Prague for 14 bulk vehicles have concluded a further contract with Czechoslovakia. Bulkmobile equipment and spares to an approximate value of £18,000 have been bought by Motokov.

BHS OPENS ITS 95th STORE

British Home Stores will open its fourth store in Scotland at Hamilton, on Thursday, bringing the total number in the chain to 95. A fifth store is planned for Aberdeen and is due to open in the second half of 1973.

COURT BROS. (FURNISHERS) LTD.

Summary of Report and Accounts of the group for year ending 31st March 1971 and salient points from the Chairman's Statement.

	1971	1970
Turnover	£13,745,000	£11,539,000
Profit before Taxation	£1,495,000	£1,087,000
Profit after Taxation	£910,000	£808,000
Available for Ordinary Dividends	£802,000	£491,000
Ordinary dividends (gross)	£261,000	£244,000
Deferred profit provision	£240,000	£2,096,000

DIVIDENDS AND SCRIP ISSUES.—The Directors propose a dividend of 12½% on the Ordinary and Non-Voting Share capital which with the interim makes a total for the year of 20% on the capital as increased by the 1 for 10 bonus issue made in October 1970. The Directors propose to make an issue of one Non-Voting 'A' Ordinary Share for every 4 Ordinary or Non-Voting 'A' Ordinary Shares held on 4th October 1971, and it is intended to maintain this year's rate of dividend on the share capital as increased by this bonus issue.

PREMISES.—During the year trading commenced at new branches in Great Yarmouth, Lewes, Tunbridge Wells and Erit, and we moved to new larger showrooms in Guildford. Alterations and improvements were also carried out at several other branches. Overseas trading commenced in fine, large purpose-built stores in Montego Bay, Jamaica, and in Suva, Fiji. During the current year a branch opened in Great Malvern in September, and three more new branches are already scheduled to open in the coming few months. Overseas a new branch in Mount Isa, Australia, commenced trading at the beginning of July.

THE FUTURE.—Turnover and profits for the current year so far compare satisfactorily at home and overseas with the same period last year. I believe that, subject to any unforeseen circumstances, satisfactory results will again be achieved this year. Our policy will continue to be the promotion of efficient and profitable trading in all areas, and our programme of steady sustained expansion will be geared to the furtherance of this aim.

Parker-Knoll Limited

Extracts from the Statement by the Chairman, Mr. C. H. Jordan, to be made at the Annual General Meeting on 29th October, 1971.

The profit for the year at £347,236 is a new record and your Directors are pleased to recommend a final dividend of 9% making a total for the year of 12% (1970—a total of 6%). The final amount of the life claim has been agreed and is included in the accounts to 31st July, 1971.

The Furniture companies have had a successful year and our chairs, action chairs and settees continue to be well received by the retailer and the public. Further extensions are to be made to the Chipping Norton factory to ensure that our quality and service is outstanding.

The Textile companies have continued to expand and additional premises have been acquired adjacent to the present warehouses.

The work of the last two years enables us to look forward with confidence and if the aims of the Government are achieved then the current year should again be successful.

U.S.A. · CANADA · AUSTRALIA · BELGIUM · FRANCE · UNITED KINGDOM
HEAD OFFICE: 52 BERKELEY SQUARE, LONDON, W1X 6EH

C. H. JONES, Secretary.

WALL STREET + OVERSEAS MARKETS

Gains cut after Dow passes 900

BY OUR WALL STREET CORRESPONDENT

CONTINUING a rising trend set last Thursday and Friday, the market closed with a slight gain on Wall Street today.

But the rally seemed at its end, with the market unable to hold a substantial part of its gains during the second half of the session.

The Dow Jones Industrial Average which passed the 900 barrier for the first time in the session, closed 1.68 up at 905.66. Trading volume rose to 145.7m. shares from 124.0m. on Friday.

Advancing issues outnumbered declines by about 2 to 1. At the close, the S&P 500 index was up 24 cents.

Analysts pointed out that a latent confidence in the economy once again was influencing the market. They also noted that some estimates indicated a rise of up to 20 per cent in profits next year.

The moderate volume was attributed in part to investors continuing to await details of President Nixon's plans for Phase 3 of his economic programme.

Among issues showing sharp changes was Disney, down \$2.40 to \$37.75. IBM and General Motors were also active.

Gold and silver mining issues edged down. Among them, American International Mining, down \$1.00 to \$18.00.

In Airlines, Pan American and American Airlines rose. But KLM fell \$1.00 to \$23.00.

General Motors closed with small gains. Chrysler fell \$1.00 to \$38.00. Ford Chemical and Monsanto showed small losses.

Bankers Trust City Bank was unchanged. Chase Manhattan fell \$1.00 to \$51.00.

Shell Oil closed at \$43.00, up \$1.00. Occidental Petroleum closed at \$15.00, unchanged.

U.S. Steel Republic and Bethlehem all gained, but National Steel fell \$1.00 to \$40.00.

The American Exchange Index rose 0.20 to 25.57. Advancing issues outnumbered declines 493 to 414 with 233 unchanged.

Volume totalled 4,275,000 shares. Anthony Industries gained \$1.00 to \$12.00. McCulloch Oil fell \$1.00 to \$31.00. Syntex fell \$1.00 to \$65.00.

OTHER MARKETS

Canada higher

Prices closed higher in very light trading on the Canadian stock markets yesterday.

The Toronto Industrial Index

added 0.73 to 171.55. Golds last Thursday and Friday, the market closed with a slight gain on Wall Street today.

But the rally seemed at its end, with the market unable to hold a substantial part of its gains during the second half of the session.

The Dow Jones Industrial Average which passed the 900 barrier for the first time in the session, closed 1.68 up at 905.66. Trading volume rose to 145.7m. shares from 124.0m. on Friday.

Advancing issues outnumbered declines by about 2 to 1. At the close, the S&P 500 index was up 24 cents.

Analysts pointed out that a latent confidence in the economy once again was influencing the market. They also noted that some estimates indicated a rise of up to 20 per cent in profits next year.

The moderate volume was attributed in part to investors continuing to await details of President Nixon's plans for Phase 3 of his economic programme.

Among issues showing sharp changes was Disney, down \$2.40 to \$37.75. IBM and General Motors were also active.

Gold and silver mining issues edged down. Among them, American International Mining, down \$1.00 to \$18.00.

In Airlines, Pan American and American Airlines rose. But KLM fell \$1.00 to \$23.00.

General Motors closed with small gains. Chrysler fell \$1.00 to \$38.00. Ford Chemical and Monsanto showed small losses.

Bankers Trust City Bank was unchanged. Chase Manhattan fell \$1.00 to \$51.00.

Shell Oil closed at \$43.00, up \$1.00. Occidental Petroleum closed at \$15.00, unchanged.

U.S. Steel Republic and Bethlehem all gained, but National Steel fell \$1.00 to \$40.00.

The American Exchange Index rose 0.20 to 25.57. Advancing issues outnumbered declines 493 to 414 with 233 unchanged.

Volume totalled 4,275,000 shares. Anthony Industries gained \$1.00 to \$12.00. McCulloch Oil fell \$1.00 to \$31.00. Syntex fell \$1.00 to \$65.00.

INDICES

NEW YORK

DOW JONES AVERAGES

Oct. 4	Oct. 3	Oct. 2	Oct. 1	Oct. 30
905.66	899.98	899.98	899.98	899.98
145.7m	145.7m	145.7m	145.7m	145.7m

STOCK AND BOND YIELDS

Oct. 4	Oct. 3	Oct. 2	Oct. 1	Oct. 30
11.87	11.87	11.87	11.87	11.87
11.87	11.87	11.87	11.87	11.87

IND. DIVIDEND YIELD P.C.

Oct. 4	Oct. 3	Oct. 2	Oct. 1	Oct. 30
3.53	3.53	3.53	3.53	3.53
3.53	3.53	3.53	3.53	3.53

N.Y. SE ALL COMMON INDEX

Oct. 4	Oct. 3	Oct. 2	Oct. 1	Oct. 30
25.57	25.57	25.57	25.57	25.57
25.57	25.57	25.57	25.57	25.57

RISES AND FALLS

Oct. 4	Oct. 3	Oct. 2	Oct. 1	Oct. 30
1.68	1.68	1.68	1.68	1.68
1.68	1.68	1.68	1.68	1.68

AMERICAN SE ALL STOCKS

Oct. 4	Oct. 3	Oct. 2	Oct. 1	Oct. 30
1.68	1.68	1.68	1.68	1.68
1.68	1.68	1.68	1.68	1.68

Shippings staged a further sharp rise. Most insurances edged higher, but in mixed local industry OCE-VA was down.

Lucas Bols was another weak spot. Albert Heijn also lost ground, but Naarden-Chemie and Berke's Patent advanced.

In Banks, Algemeene Bank Nederland eased. Investment Funds were usually firm.

In generally well-maintained State Loans, high-coupon issues weakened slightly.

MILAN—Franking caused a generally easier close after an initially firmer opening. Fiat and other leading industrialists lost much of previous gains.

Property shares joined the downturn, while insurances were mixed. Financials were again in demand with Bastogi, Halpi and other leading industrialists unchanged.

Bonds were well disposed. SWITZERLAND—Tended slightly mixed in listless trading. Banks and Financials were irregular while insurances closed

well maintained. Foods and Chemicals were slightly irregular, but State Bonds generally were barely maintained.

Dollar stocks tended higher, with Control Data, Dupont and General Motors distinctly firmer. Dutch shares generally closed maintained except for Philips which weakened slightly.

German stocks were narrowly mixed. GERMANY—Generally up to DM4 lower and in some cases more on the continuing monetary crisis. Leading Chemicals, and Electricals lost ground.

BRUSSELS—Firm on bear covering, although trading was rather thin. Union Miniere, Sofina, Gevaert, Solvay, Acec and American Petroleum rose. Well-maintained issues included Cie Lambert, Petrofina,

Canadian Petrofina, Arbed, Kelmex and Wagons-Lit. Societe Generale and Cockerill were unchanged. Genstar advanced in heavy trading on the higher interim dividend.

Jersey Standard was firm in American shares. Golds were barely changed. Royal Dutch, Uguine Kuhlmann, Peugeot and Faribas all firmed.

OSLO—Banks barely steady. Insurances quiet. Shippings irregularly easier and Shippings barely steady.

VIENNA—Continued firm with Building shares among improved issues. Banks were unchanged.

COPENHAGEN—Mixed in moderate trading with a firmer undertone. Bredaerster and Vain were the most active shares.

STOCKHOLM—Irregular. Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

Local authorities and finance houses seven-day notice, other seven-day notice, other seven-day notice.

OVERSEAS SHARE INFORMATION

NEW YORK

RAILROADS

Stock	Oct. 4	Oct. 3	Oct. 2	Oct. 1	Oct. 30
Burlington	54.4	54.4	54.4	54.4	54.4
Canadian Pacific	71.3	71.3	71.3	71.3	71.3
Chesapeake & Ohio	71.3	71.3	71.3	71.3	71.3
Illinois Central	71.3	71.3	71.3	71.3	71.3
Norfolk Western	71.3	71.3	71.3	71.3	71.3
Rock Island	71.3	71.3	71.3	71.3	71.3
Union Pacific	71.3	71.3	71.3	71.3	71.3

INDUSTRIALS, ETC.

Norfolk & Western	79 1/2	80
Penn. Central.....	6 1/4	6
Reading.....	8 1/2	8
Santa Fe Ind.....	32 3/8	31
Southern Pacific:	42 1/2	42

F.T.—ACTUARIES SHARE INDICES

These indices are the joint compilation of The Financial Times, The Institute of Actuaries and the Faculty of Actuaries in Edinburgh

EQUITY GROUPS		Monday, Oct. 4, 1971					Friday Oct. 1		Thurs. Sept. 30		Wed. Sept. 29		Tues. Sept. 28		Year ago approx.		Highs and Lows Index		
GROUPS & SUB-SECTIONS		Index No.	Div's Change %	With AGC Cor- rection	Sub- Strat- egy	Div. Yield %	Index No.	Index No.	Index No.	Index No.	Index No.	Index No.	Index No.	Index No.	Index No.	1971	Since completion		
figures in parentheses after sectional names show number of stocks.																High	Low	High	Low
CAPITAL GOODS GROUP (184)		154.54	+0.1	6.11	16.37	3.87	154.46	156.07	156.70	156.05	129.84	162.00	103.03	181.50	68.85				
Aircraft and Components (3)		111.79	-0.1	7.36	13.58	5.58	111.86	113.69	115.77	116.38	114.35	124.11	120.11	123.13	65.68				
Building Materials (29)		160.57	-	4.92	20.34	3.39	160.59	162.42	163.59	166.14	109.40	166.38	96.30	167.98	65.01				
Contracting and Construction (20)		265.21	+1.2	5.26	19.03	3.22	262.13	264.81	262.83	266.79	199.63	269.55	122.53	267.96	64.31				
Electr. (ex. Electr. Rad. & TV) (13)		274.00	+0.8	5.17	19.36	3.08	271.85	275.75	275.70	276.23	226.50	280.22	120.22	276.98	62.94				
Engineering (78)		156.90	-	6.98	14.33	4.58	137.66	138.50	139.45	141.19	134.86	142.29	102.56	150.55	62.94				
Machine Tools (15)		63.25	+0.2	7.46	13.06	6.34	53.09	63.59	63.63	63.76	60.89	63.30	45.36	132.70	62.94				
Miscellaneous (25)		228.52	-0.5	7.67	12.71	4.50	229.15	130.86	131.02	132.71	119.34	136.20	96.19	144.37	60.01				
CONSUMER GOODS (DURABLE) GROUP (56)		177.11	-	4.38	23.58	5.94	177.09	179.59	180.06	183.09	144.24	185.09	117.33	197.87	79.94				
Electronics, Radio and TV (14)		189.03	-	5.89	25.21	8.31	189.09	191.49	192.50	196.43	163.04	199.14	120.11	191.83	79.94				
Household Goods (15)		199.61	-0.1	5.85	17.05	3.34	199.78	201.19	201.95	203.21	152.38	206.87	115.92	206.87	86.51				
Motors and Distributors (27)		118.93	+0.1	4.29	22.31	3.60	118.79	120.95	121.10	121.78	97.28	123.57	78.91	170.55	75.91				
CONSUMER GOODS (NON-DURABLE) GROUP (175)		165.59	+0.1	5.53	18.09	3.74	163.38	165.63	166.33	168.16	125.63	172.37	118.17	172.37	83.71				
Beverages (21)		191.28	+1.0	5.26	19.01	3.36	189.43	192.43	192.75	196.72	131.79	199.14	120.11	191.83	83.71				
Wines and Spirits (7)		166.98	-1.0	6.25	16.00	4.19	168.65	173.22	172.56	176.98	141.78	199.03	144.31	191.83	83.71				
Entertainment and Catering (15)		214.94	-0.4	6.77	14.78	3.60	214.07	216.87	217.21	214.99	128.26	222.01	127.19	221.99	80.11				
Food Manufacturing (24)		144.01	-0.8	5.95	18.02	3.76	144.33	146.94	146.28	146.54	118.35	149.58	99.74	171.54	80.11				
Food Retailing (17)		255.33	+0.4	5.07	19.73	5.27	254.76	256.75	256.99	257.43	111.78	262.09	120.11	256.98	81.74				
Newspapers and Publishing (15)		215.92	-0.3	5.71	17.52	4.63	215.33	215.08	215.24	215.03	109.67	215.08	101.08	214.96	81.74				
Packaging and Paper (16)		214.40	-0.7	6.75	14.83	4.53	215.82	115.24	115.47	116.36	111.21	225.27	82.51	134.63	81.74				
Stores (30)		255.89	+0.1	4.36	22.91	5.02	255.79	157.41	150.61	181.89	109.04	264.86	120.11	221.99	81.74				
Textiles (21)		171.18	+0.9	5.74	17.45	5.28	169.56	171.61	172.65	174.55	149.42	161.37	157.51	161.37	81.74				
Tobacco (3)		216.81	-0.6	10.07	9.94	6.09	219.31	216.39	220.06	221.03	105.99	224.47	170.98	203.05	84.24				
Toys and Games (6)		45.76	-0.5	0.87	114.73	3.27	45.87	45.60	45.86	46.58	65.12	69.05	45.30	135.75	44.90				
OTHER GROUPS																			
Chemicals (19)		184.66	+0.5	5.42	19.44	3.53	183.76	186.25	187.06	190.58	154.68	200.89	138.19	201.99	83.35				
Office Equipment (10)		189.24	+1.9	3.50	28.58	1.58	186.72	188.70	190.07	189.84	107.07	212.05	162.58	212.05	109.11				
Shipping (10)		306.56	-0.9	5.63	11.60	3.53	306.41	312.99	317.03	317.01	347.63	312.09	312.09	312.09	83.35				
Miscellaneous (unclassified) (44)		186.99	-0.5	5.74	17.42	3.58	187.98	189.24	191.34	192.39	138.18	194.79	120.11	194.79	76.22				
INDUSTRIAL GROUP (498 SHARES)		168.55	+0.2	5.62	18.13	3.61	168.09	170.21	171.12	172.81	-	176.51	120.51	176.51	120.51				
Oil (2)		335.59	-0.9	6.28	15.97	3.87	336.32	327.33	330.50	329.80	287.69	365.50	260.74	431.66	87.23				
500 SHARE INDEX		181.60	-	5.63	17.78	3.65	181.51	183.65	184.74	186.24	148.00	180.63	132.46	192.75	84.26				
FINANCIAL GROUP (121)		172.53	-0.6	-	-	2.78	175.55	174.43	175.29	176.81	132.09	178.49	119.73	178.49	69.39				
Banks (6)		172.69	-0.6	7.99	12.58	-	174.4	174.05	174.39	176.26	175.31	109.30	129.94	101.68	189.94	69.39			
Discount Houses (6)		194.66	+0.4	-	-	2.18	182.89	184.28	184.28	186.04	126.57	186.04	101.75	196.04	69.39				
Hire Purchase (6)		275.71	+0.5	4.65	21.51	2.76	273.01	278.00	282.26	284.58	200.71	289.31	120.11	289.31	69.39				
Insurance (Life) (9)		160.12	-1.4	-	-	2.70	163.34	163.76	165.79	168.45	138.73	170.47	123.16	170.47	61.25				
Insurance (Composite) (9)		156.94	-1.5	-	-	2.60	162.02	158.28	156.36	159.87	88.76	140.87	99.80	140.87	54.40				
Insurance (Brokers) (11)		187.12	-0.5	5.05	19.81	3.21	175.99	177.93	180.00	185.87	111.54	187.12	120.11	187.12	61.25				
Investment Trusts (20)		191.81	-	2.97	33.70	2.76	191.84	192.09	191.18	194.76	164.71	202.35	135.16	215.04	80.47				
Merchant Banks, Issuing Houses (14)		174.44	+0.1	-	-	2.17	178.29	180.09	180.74	182.96	126.82	187.34	106.44	187.34	80.47				
Property (31)		221.19	-0.3	2.77	36.15	2.24	221.33	223.66	224.56	224.71	134.66	226.76	120.11	226.76	80.47				
Miscellaneous (9)		183.65	+1.5	5.61	17.83	4.08	180.99	185.02	183.43	182.00	-	185.02	120.73	185.02	120.05				
ALL-SHARE INDEX (821 SHARES)		179.95	-0.1	-	-	3.44	179.51	181.25	182.29	183.60	141.50	187.32	129.47	187.32	85.72				
COMMODITY SHARE GROUPS																			
(Not included in the 500 or All-Share indices)																			
Rubbers (10)		237.69	+1.5	9.57	10.45	7.84	234.15	231.32	230.04	229.95	145.20	237.69	165.68	237.69	84.66				
Teas (10)		98.98	-0.3	15.90	6.39	9.06	99.29	98.84	97.68	96.97	75.28	98.98	79.71	114.64	59.96				
Coppers (4)		255.54	+2.1	60.47	1.44	19.34	250.30	247.03	253.97	268.83	286.56	255.50	235.30	350.70	94.08				
Mining Finance (11)		77.88	-1.4	7.27	13.76	4.25	78.26	78.96	81.41	83.31	84.17	77.88	77.88	116.30	69.01				
Tins (8)		70.20	-0.3	11.51	8.84	8.75	70.73	70.73	70.73	70.79	63.16	70.79	62.11	108.97	54.83				
FIXED INTEREST																			
		Index No.	Yield %	Monday, Oct. 4	Friday Oct. 1	Thurs. Sept. 30	Wed. Sept. 29	Tues. Sept. 28	Monday Sept. 27	Friday Sept. 24	Year ago approx.	1971	Since Completion						
				High	Low	High	Low	High	Low	High	Low	High	Low						
Consols 2½% yield		-	8.58	8.65	8.69	8.57	8.57	8.49	8.60	9.22	-	-	-						
20-yr. Govt. Stocks (6)		85.91	77.48	85.23	84.80	85.68	85.78	85.52	84.99	74.48	85.28	70.50	115.43	66.43					
20-yr. Red. Debentures & Loans (15)		78.94	19.39	78.55	78.47	78.45	78.35	78.52	77.61	71.19	78.55	68.48	115.43	66.43					
Investment Trusts Pref. (15)		74.57	9.87	74.80	74.50	74.60	74.50	73.53	73.78	70.34	74.57	68.23	114.01	66.23					
Commercial and Indust. Pref. (20)		82.30	9.58	82.34	81.62	80.57	79.96	79.45	79.10	72.41	82.30	69.02	114.01	66.23					

F.T. SHARE INFORMATION SERVICE

BRITISH FUNDS

1971	Stock	Closing Price	Change	10-Week	1-Week	1-Month	3-Month	6-Month	1-Year
High	Low								
Shorts (Lives up to Five Years)									
100	100	100	0	0	0	0	0	0	0
101	101	101	0	0	0	0	0	0	0
102	102	102	0	0	0	0	0	0	0
103	103	103	0	0	0	0	0	0	0
104	104	104	0	0	0	0	0	0	0
105	105	105	0	0	0	0	0	0	0
106	106	106	0	0	0	0	0	0	0
107	107	107	0	0	0	0	0	0	0
108	108	108	0	0	0	0	0	0	0
109	109	109	0	0	0	0	0	0	0
110	110	110	0	0	0	0	0	0	0
111	111	111	0	0	0	0	0	0	0
112	112	112	0	0	0	0	0	0	0
113	113	113	0	0	0	0	0	0	0
114	114	114	0	0	0	0	0	0	0
115	115	115	0	0	0	0	0	0	0
116	116	116	0	0	0	0	0	0	0
117	117	117	0	0	0	0	0	0	0
118	118	118	0	0	0	0	0	0	0
119	119	119	0	0	0	0	0	0	0
120	120	120	0	0	0	0	0	0	0
121	121	121	0	0	0	0	0	0	0
122	122	122	0	0	0	0	0	0	0
123	123	123	0	0	0	0	0	0	0
124	124	124	0	0	0	0	0	0	0
125	125	125	0	0	0	0	0	0	0
126	126	126	0	0	0	0	0	0	0
127	127	127	0	0	0	0	0	0	0
128	128	128	0	0	0	0	0	0	0
129	129	129	0	0	0	0	0	0	0
130	130	130	0	0	0	0	0	0	0
131	131	131	0	0	0	0	0	0	0
132	132	132	0	0	0	0	0	0	0
133	133	133	0	0	0	0	0	0	0
134	134	134	0	0	0	0	0	0	0
135	135	135	0	0	0	0	0	0	0
136	136	136	0	0	0	0	0	0	0
137	137	137	0	0	0	0	0	0	0
138	138	138	0	0	0	0	0	0	0
139	139	139	0	0	0	0	0	0	0
140	140	140	0	0	0	0	0	0	0
141	141	141	0	0	0	0	0	0	0
142	142	142	0	0	0	0	0	0	0
143	143	143	0	0	0	0	0	0	0
144	144	144	0	0	0	0	0	0	0
145	145	145	0	0	0	0	0	0	0
146	146	146	0	0	0	0	0	0	0
147	147	147	0	0	0	0	0	0	0
148	148	148	0	0	0	0	0	0	0
149	149	149	0	0	0	0	0	0	0
150	150	150	0	0	0	0	0	0	0
151	151	151	0	0	0	0	0	0	0
152	152	152	0	0	0	0	0	0	0
153	153	153	0	0	0	0	0	0	0
154	154	154	0	0	0	0	0	0	0
155	155	155	0	0	0	0	0	0	0
156	156	156	0	0	0	0	0	0	0
157	157	157	0	0	0	0	0	0	0
158	158	158	0	0	0	0	0	0	0
159	159	159	0	0	0	0	0	0	0
160	160	160	0	0	0	0	0	0	0
161	161	161	0	0	0	0	0	0	0
162	162	162	0	0	0	0	0	0	0
163	163	163	0	0	0	0	0	0	0
164	164	164	0	0	0	0	0	0	0
165	165	165	0	0	0	0	0	0	0
166	166	166	0	0	0	0	0	0	0
167	167	167	0	0	0	0	0	0	0
168	168	168	0	0	0	0	0	0	0
169	169	169	0	0	0	0	0	0	0
170	170	170	0	0	0	0	0	0	0
171	171	171	0	0	0	0	0	0	0
172	172	172	0	0	0	0	0	0	0
173	173	173	0	0	0	0	0	0	0
174	174	174	0	0	0	0	0	0	0
175	175	175	0	0	0	0	0	0	0
176	176	176	0	0	0	0	0	0	0
177	177	177	0	0	0	0	0	0	0
178	178	178	0	0	0	0	0	0	0
179	179	179	0	0	0	0	0	0	0
180	180	180	0	0	0	0	0	0	0
181	181	181	0	0	0	0	0	0	0
182	182	182	0	0	0	0	0	0	0
183	183	183	0	0	0	0	0	0	0
184	184	184	0	0	0	0	0	0	0
185	185	185	0	0	0	0	0	0	0
186	186	186	0	0	0	0	0	0	0
187	187	187	0	0	0	0	0	0	0
188	188	188	0	0	0	0	0	0	0
189	189	189	0	0	0	0	0	0	0
190	190	190	0	0	0	0	0	0	0
191	191	191	0	0	0	0	0	0	0
192	192	192	0	0	0	0	0	0	0
193	193	193	0	0	0	0	0	0	0
194	194	194	0	0	0	0	0	0	0
195	195	195	0	0	0	0	0	0	0
196	196	196	0	0	0	0	0	0	0
197	197	197	0	0	0	0	0	0	0
198	198	198	0	0	0	0	0	0	0
199	199	199	0	0	0	0	0	0	0
200	200	200	0	0	0	0	0	0	0
201	201	201	0	0	0	0	0	0	0
202	202	202	0	0	0	0	0	0	0
203	203	203	0	0	0	0	0	0	0
204	204	204	0	0	0	0	0	0	0
205	205	205	0	0	0	0	0	0	0
206	206	206	0	0	0	0	0	0	0
207	207	207	0	0	0	0	0	0	0
208	208	208	0	0	0	0	0	0	0
209	209	209	0	0	0	0	0	0	0
210	210	210	0	0	0	0	0	0	0
211	211	211	0	0	0	0	0	0	0
212	212	212	0	0	0	0	0	0	0
213	213	213	0	0	0	0	0	0	0
214	214	214	0	0	0	0	0	0	0
215	215	215	0	0	0	0	0	0	0
216	216	216	0	0	0	0	0	0	0
217	217	217	0	0	0	0	0	0	0
218	218	218	0	0	0	0	0	0	0
219	219	219	0	0	0	0	0	0	0
220	220	220	0	0	0	0	0	0	0
221	221	221	0	0	0	0	0	0	0
222	222	222	0	0	0	0	0	0	0
223	223	223	0	0	0	0	0	0	0
224	224	224	0	0	0	0	0	0	0
225	225	225	0	0	0	0	0	0	0
226	226	226	0	0	0	0	0	0	0
227	227	227	0	0	0	0	0	0	0
228	228	228	0	0	0	0	0	0	0
229	229	229	0	0	0	0	0	0	0
230	230	230	0	0	0	0	0	0	0
231	231	231	0	0	0	0	0	0	0
232	232	232	0	0	0	0	0	0	0
233	233	233	0	0	0	0	0	0	0
234	234	234	0	0	0	0	0	0	0
235	235	235	0	0	0	0	0	0	0
236	236	236	0	0	0	0	0	0	0
237	237	237	0	0	0	0	0	0	0
238	238	238	0	0	0	0	0	0	0
239	239	239	0	0	0	0	0	0	0
240	240	240	0	0	0	0	0	0	0
241	241	241	0	0	0	0	0	0	0
242	242	242	0	0	0	0	0	0	0
243	243	243	0	0	0	0	0	0	0
244	244	244	0	0	0	0	0	0	0
245	245	245	0	0	0	0	0	0	0
246	246	246	0	0	0	0	0	0	0
247	247	247	0	0	0	0	0	0	0
248	248	248	0	0	0	0	0	0	0
249	249	249	0	0	0	0	0	0	0
250	250	250	0	0	0	0	0	0	0
251	251	251	0	0	0	0	0	0	0
252	252	252	0	0	0	0	0	0	0
253	253	253	0	0	0	0	0	0	0
254	254	254	0	0	0	0	0	0	0
255	255	255	0	0	0	0	0	0	0
256	256	256	0	0	0	0	0	0	0
257	257	257	0	0	0	0	0	0	0
258	258	258	0	0	0	0	0	0	0
259	259	259	0	0	0	0	0	0	0
260	260	260	0	0	0	0	0	0	0
261	261	261	0	0	0	0	0	0	0
262	262	262	0	0	0	0	0	0	0
263	263	263	0	0	0	0	0	0	0
264	264	264	0	0	0	0	0	0	0
265	265	265	0	0	0	0	0	0	0
266	266	266	0	0	0	0			

The Financial Times Tuesday October 5 1971

[illegible]

For Notes, see Stock Exchange Dealings.

Registered at the G.P.O. Printed by St. Clements Press Ltd. for and published by THE FINANCIAL TIMES Ltd., Bracken House, Cannon Street, London, E.C.A. The Financial Times Ltd. 1971.

Index fell 2.1 to 404.8

THE LEX COLUMN

So far, so good at Sears Holdings

Sears "A" have come in for a certain amount of stock-brokers' stick recently: the shares had virtually trebled from 55p in early 1970 to a peak of 161p and the extent and speed of the rise, said the bears, left nothing to go for. The weakness of the argument, effective though it has been in the short term, was that Sears' re-rating from the garbage stock category (9 p/c, April 1970) to a growth share would be difficult to reverse while the group was still growing: and growing it still is. The first half of 1971-72 has produced pre-tax profits 181 per cent. higher at £9.7m, and a net attributable 25 per cent. better at £4.7m.

Yesterday's 5p recovery in the "A" to 146p reflects the position to date: encouraging, but inconclusive given that a full 73 per cent. of Sears' 1970-71 earnings came through in a very strong second half. The major strong points of this year's first half, as expected, were footwear and engineering, up by £1m. and over £1m. respectively before tax and interest; the

near-£600,000 drop to £1.1m. in department stores is due to major building or reorganisation works—the new hotel at Selfridges, for example—which may also disturb trade in the August/January period. Sears will probably be very surprised if the footwear side does not produce higher second half profits. It could have done with a wet September, but the volume growth is still there with multi-tone suedes and platform shoes taking over where boots left off last year, margins, too, have further room for improvement. At Bentley Engineering, the worry was redundancies coupled with the possible effects of the U.S. import surcharge: Sears' reply to the first point is that it was concentrating its effort in knitting machinery where it had a massive forward order book, while on the second the product itself is not price sensitive.

In stores, the hope is that the second half will pull back some of the first half decline. So the group could ease back considerably in some areas and still

produce, say, a 10 per cent. second half improvement to take earnings up to 8.8p a share and the prospective p/c down to 16.8. At this level it would be difficult to justify a further "sell" recommendation in the short term.

See also Page 24

Pneumatic controls

The 1970-71 results from Enots take us, with luck, through chapter two of the torrid public life of pneumatic control manufacturers. Chapter one, it will be recalled, started with the very successful offer for sale of Martonair back in 1968, promptly followed by quotations for fancy multiples for Enots and Norgren Shipston.

The bandwagon ground to a halt a year ago when Enots missed its forecast by a mile while Norgren's optimism became progressively more muted. In fact the latest Enots figures only confuse the present industry trend. A profits jump of three-quarters in the second half to July—after a 48 per cent. fall in the first—compares with a period when non-

recurring stock losses on brass helped to slice profits by nearly two-thirds, while a 15 per cent. sales fall in the second six months takes in rationalisation of unprofitable product lines. At least sales have now levelled out, which is a comforting contrast to the industry background—admittedly including hydraulics—showing a 24 per cent. drop in orders in hand in June.

Norgren also confirms the rather firm trend which is first reported in July: both groups have plenty of spare capacity, and both need to be right about a 1972 orders improvement with Enots on a p/c of 18.6 and a 14.4 multiple for Norgren.

Martonair, meanwhile, has never faltered from its growth path, and the most obvious explanation is its international spread, with the U.K. now only taking around 25 per cent. of sales. That means its 19 per cent. sales growth in the six months to January should accelerate over the year: at the same time its U.K. business is on a firmer base with negligible

sales to the machine tool manufacturers, which take a "significant" proportion of Enots' production. The shares have slipped 15 per cent. in the past fortnight which may be an unsettling trailer to the 1970-71 results, yet a historic p/c of 18.4 still seems to have more appeal than the competition.

Motor dealers

Understandably, Bristol Street Group's interim statement indulges in some eye-catching forecasts—with £1.3m. pre-tax for 1971 and £1.8m. for 1972, against £1.1m. in 1970—to offset the inevitably dismal first half, when the group only received just over a fifth of its expected Ford deliveries, what with the nine-week strike and the technical problems of the Mark 3 Cortina. Hence a decline in January-June from £547,000 pre-tax to £507,000, equivalent to a 22 per cent. shortfall after adjusting for the new acquisition, Byatt. Fortunately Bristol Street has Vauxhall and Chrysler franchises to dilute the Ford problems, which anyway are easing now.

Elsewhere, Oliver Rix has been struggling with first-half management problems which look a good deal more enduring: after six months, profits are just £46,000 before tax. Ahead of a major reorganisation the shares at 6p are left in no man's land, though for a group with first-half sales of £18.4m., against £22.4m. for Bristol Street, a capitalisation of only £2.5m. against £10.9m., is at least not taking very much for granted.

As for Bristol Street, earnings are scheduled to rise from around 8.9p a share this year to 12.9p next, dropping the p/c from 14.1 to just under 10 on a 1972 basis. Certainly the overall market prospects are good, with a 1.3m. U.K. car registrations widely expected in the trade that Ford is unlikely to regain its one-time U.K. volume, especially as imports (where Bristol Street is only now building up) have taken a fifth of the new car market. But a buoyant used car market and the current boost for the HP subsidiary should underpin the current share rating.

WGS
valuers of industrial properties
Weatherall Green & Smith
25 Chancery Lane, London WC2A 3PL
01-405 6944
AND IN PARIS

Weather

U.K. TO-DAY
Most places will be dry with sunny spells, although over North and West Scotland it will be mostly cloudy with a little rain at times. Temperatures will be similar to or a little higher than yesterday's in most places, but SW areas will be somewhat cooler.

London, S.E., Cent. S., E. Cent. N. and N.E. England, E. Anglia, E. Midlands
Dry. Sunny spells. Mist patches early. Wind SE light. Max 15C (59F).

Wales, S.W. and N.W. England, W. Midlands, Lakes, L. of Man, S.W. Scotland, Glasgow, Argyll, N. Ireland
Rather cloudy, but mainly dry apart from a little rain at first. Bright or sunny intervals later. Wind SE light. Max 15C (59F).

Channel Is.
Mostly dry, but rather cloudy. Wind SE light. Max 15C (59F).

Borders, E. Scotland, Edinburgh
Dry. Sunny spells. Mist patches early. Wind S light. Max 13C (55F).

Rest of Scotland
Rather cloudy with a little rain at times. Wind S moderate, locally fresh. Max 13C (55F).

Outlook: Mainly dry, but some rain in N. and W. Scotland and N. Ireland.

BUSINESS CENTRES

City	Y'day	Today	Y'day	Today
Amsterdam	100.00	100.00	100.00	100.00
Bahran	100.00	100.00	100.00	100.00
Batavia	100.00	100.00	100.00	100.00
Bombay	100.00	100.00	100.00	100.00
Buenos Aires	100.00	100.00	100.00	100.00
Calcutta	100.00	100.00	100.00	100.00
Canton	100.00	100.00	100.00	100.00
Cebu	100.00	100.00	100.00	100.00
Colon	100.00	100.00	100.00	100.00
Hankow	100.00	100.00	100.00	100.00
Hong Kong	100.00	100.00	100.00	100.00
Kobe	100.00	100.00	100.00	100.00
London	100.00	100.00	100.00	100.00
Lyons	100.00	100.00	100.00	100.00
Manila	100.00	100.00	100.00	100.00
Medan	100.00	100.00	100.00	100.00
Shanghai	100.00	100.00	100.00	100.00
Singapore	100.00	100.00	100.00	100.00
Sourabaya	100.00	100.00	100.00	100.00
Tokyo	100.00	100.00	100.00	100.00
Yokohama	100.00	100.00	100.00	100.00

HOLIDAY RESORTS

City	Y'day	Today	Y'day	Today
Algeria	100.00	100.00	100.00	100.00
Algiers	100.00	100.00	100.00	100.00
Barcelona	100.00	100.00	100.00	100.00
Batavia	100.00	100.00	100.00	100.00
Bombay	100.00	100.00	100.00	100.00
Buenos Aires	100.00	100.00	100.00	100.00
Calcutta	100.00	100.00	100.00	100.00
Canton	100.00	100.00	100.00	100.00
Cebu	100.00	100.00	100.00	100.00
Colon	100.00	100.00	100.00	100.00
Hankow	100.00	100.00	100.00	100.00
Hong Kong	100.00	100.00	100.00	100.00
Kobe	100.00	100.00	100.00	100.00
London	100.00	100.00	100.00	100.00
Lyons	100.00	100.00	100.00	100.00
Manila	100.00	100.00	100.00	100.00
Medan	100.00	100.00	100.00	100.00
Shanghai	100.00	100.00	100.00	100.00
Singapore	100.00	100.00	100.00	100.00
Sourabaya	100.00	100.00	100.00	100.00
Tokyo	100.00	100.00	100.00	100.00
Yokohama	100.00	100.00	100.00	100.00

Stormont reconvenes to-day for crucial session

BY JOHN GRAHAM

PARLIAMENT reconvenes at Stormont to-day with the official Opposition maintaining its boycott and Mr. Faulkner as Prime Minister, under constant and possibly critical pressure from among his fellow Unionists. One way or another, the session will determine Northern Ireland's future.

None of the members of the Irish Democratic and Labour Party (Catholic) will be present. Mr. Ian Paisley and Mr. Desmond Boal, who are no longer in the official Unionist Party, may actually sit on the Opposition benches and the Government expects Mr. Paisley to introduce a motion of censure.

Three tasks

Mr. Faulkner has three immediate tasks: to carry on as far as possible the actual governing of the country; to achieve sufficient improvement in the security situation to prevent a further slide into anarchy; and to hold his own team intact against a steady dribble of defections. So far his Administration has remained behind him, though there has been much speculation surrounding Mr. John Taylor, the Junior Minister for Home Affairs; the Unionist defectors have so far been outside the Government.

The Government will propose two Bills to deal with specific effects of the disorder in the province. Firstly, there will be a Bill to appoint an administrator

for those local councils whose members are refusing to attend. This is especially necessary in highly Catholic areas such as Strabane.

Secondly, there will be a Bill directed against the civil disobedience campaign. This campaign has led Catholics to withhold payment of rents and rates and is seriously affecting local government in some areas. The Government will propose a Bill to deduct money at source from supplementary allowances.

Later in the session, the Government will publish its consultative document on the future method of governing the province, including its suggestions for proportional representation.

More urgent than the nuts and bolts of governing is the need for an improvement in the security situation. The Government is expected to continue to emphasise the line that the army is gradually getting things under control and, indeed, there has been some success in the past few days. The past week-end was quieter than its predecessors and yesterday the army made what it termed "a significant find" of arms.

In an empty house in Belfast an Army search party found no fewer than 11 rockets—the first such find—in addition to pistols, a high-velocity rifle with telescopic sights, grenades, two bullet-proof vests and various types of ammunition. There had

earlier in the day been at least two gun battles in Belfast, one of them lasting two hours or so.

Despite the end and the groups of suspected IRA men being steadily picked up by the Army, the number of daily incidents remains at a very high level. The Army claims it is making progress against the terrorists, but admits that there are still plenty of gunmen and bombers at large. However, many of the bombs that have recently been placed have either not exploded or have killed the people who were placing them and this has suggested to some that the IRA's experienced ranks have been reduced to the point where far less experienced guerrillas have to be used.

Pressures

As the pressure of violence continues, so the political pressures on Mr. Faulkner intensify. Mr. Paisley and Mr. Boal are planning to announce a new political party, composed of disaffected Unionists and determined on a tougher line. These are two politicians with strong support in the country, as is Mr. William Craig, who has not yet joined them, but is totally opposed to the Prime Minister. People of all opinions in Belfast admit that to-day's reopening of Parliament may be the last of its kind, unless there is a visible improvement in the conduct of Northern Ireland fairly soon.

Editorial comment Page 18

Institutions vote for R-R Ltd. liquidation

BY NICHOLAS LESLIE

DESPITE EFFORTS by a hostile meeting of shareholders to put off a liquidation of Rolls-Royce Ltd., a poll vote of 13.5m. against 651,000, reflecting the view of the institutions, yesterday approved the winding-up proposal. Earlier, a majority of about 1,000 shareholders at the extraordinary meeting in London had thrown out the proposal on a show of hands.

An estimated statement of affairs at August 14, presented by Mr. Rupert Nicholson, the Receiver, shows that the total deficiency for shareholders, subject to costs of realisation and the balance of proceeds from the sale of aero-engine assets to the Government-owned Rolls-Royce (1971), is £127.2m. Of this, there is a deficiency for unsecured creditors of £50.9m., after taking account of £30m. already received on account of the sale price for the gas-turbine business to R-R (1971).

No figure has been put on the estimated realisable value of assets with a book value of £174.9m. taken over by R-R (1971) and only an arbitrary £20m., compared with a book figure of £19.2m., is currently expected for assets sold to R-R Motors. This is because Mr. Nicholson feels that any estimation of a realistic value might prejudice a satisfactory realisation.

Mr. Nicholson disclosed that R-R Motors, which made profits of £2.5m. in 1970, was making record profits, and a further increase was expected in 1972.



Mr. Whitney Straight

He felt that it was important not to sell this company on present figures, but to wait a 1972 forecast. In addition, it might be preferable to defer a public issue of shares in R-R Motors, expected in the spring of 1972, until it was known what would be received for the aero-engine division.

The price now regarded by Mr. Nicholson as the point at which unsecured creditors would be paid in full is £100m. He believed the Government had in mind a price for the aero-engine division "considerably below" £100m., while his own figure was considerably above it. It was "only a possibility, not a likelihood, that creditors will be paid in full, leaving something for shareholders," he said.

When shareholders were given the floor the Board came under heavy fire. But efforts to elicit information on the causes of the

collapse were countered by Mr. Whitney Straight, the chairman, saying that such points were the subject of a probe by inspectors of the Department of Trade and Industry.

Stumbling block

From the meeting, and the subsequent creditors' meeting, it is clear that while Mr. Nicholson is anxious to make an interim payment to creditors, it could be several years before the affairs of R-R Ltd. are finally settled. One important stumbling block to any payment is Mr. Nicholson's need to retain funds until the question of product liability insurance is finalised. Because until then, the Receiver is personally responsible for any claims made which relate to his period in office.

The three liquidators appointed are, as expected, Mr. Nicholson, Mr. Keith Wickenden, of accountants Thornton Baker and chairmen of the informal creditors' committee, and Sir William Slimmings, a partner in accountants Thomson McIntock and Co. They will be backed by a committee of inspection comprising five shareholders and five creditors. The names have yet to be announced.

Ransome to dismiss 730

By Harold Bolter, Industrial Correspondent

RANSOME HOFFMANN Pollard yesterday announced that it is dismissing 730 workers at two factories in its general bearings division.

About 390 employees will be affected at its Chelmsford factory and a further 340 at Newark. The workers involved are mainly concerned with production control, inspection and works services.

The dismissals are restricted to these two factories, which are most dependent on general industrial bearings business. None of the other RHP divisions or factories are affected.

Consultations are now taking place with employee representatives to discuss ways and means of making the labour force reductions.

The redundancy decision follows a marked reduction in U.K. demand for standard bearings. Demand for bearings used in specialist, motor industry and overseas markets, on the other hand, has held up well.

Significantly, the RHP dismissals are confined mainly to indirect workers. The group, the U.K.'s largest bearing manufacturer, had already cut its overall work-force from 15,000 at the time of its formation at the beginning of last year to about 12,800. The latest reductions bring total employment to around 12,000.

It was also announced yesterday that Swan Hunter Shipbuilders is making 76 draughtsmen and other drawing office staff redundant in its Tyne yards because of a lack of new design work. A further 20 workers were paid off last week.

SIDEWINDER COIL SEALING PLATE CALLED IN
Yorkshire Imperial Metals is to call in a number of sealing plates sold with its Sidewinder conversion coils used in domestic central heating systems to modify hot water cylinders. About 1,500 are thought to be involved.

Drastic water cuts ordered

BY OUR OWN CORRESPONDENT

BELFAST, Oct. 4.

NORTHERN IRELAND is faced with a severe shortage of water, and the people will be affected by a drastic rationing of supplies announced to-day by the Belfast Water Commissioners.

From Thursday morning supplies will be cut off or severely reduced between 8 a.m. and 8 p.m. daily. The cuts will affect 500,000 people in the east of the province, including Belfast and 14 other local authority areas stretching from County Down to northern County Antrim.

A statement by the Commissioners said it was planned to reduce the present level of consumption of 54m. gallons a day by half.

The main reasons for the emergency measures were given as drought—the past two years have been the driest for 20 years—rapidly increasing consumption, and wastage which has

been increased by the destruction of property in the IRA terrorism campaign.

But, in a carefully worded statement, the Commissioners said that "full consideration has had to be given to the very important aspects of security."

Restrictions

And another section said that the Government had accepted that restrictions on consumption were inevitable "and that the necessity to impose them has been forced on the Commissioners by factors additional to weather entirely outside their control."

A spokesman for the Commissioners declined to elaborate on this point. But he emphasised that supplies were safe bacteriologically although, because of the low state of reservoirs, the water might not be up to usual standards.

The Commissioners said that every effort would be made to ensure that public and other essential services such as hospitals and bakeries would be able to carry on without serious disruption.

They added: "Because of the importance of maintaining the economy everything possible will be done to assist industry to maintain production."

The spokesman, when asked if on the basis of information now available it would be necessary for factories to lay off workers, replied: "This is quite possible. Where lot of jobs are at stake we will be most sympathetic. Where fewer jobs are at stake we will have to take that into account."

He said it was impossible to predict when the restrictions might be eased. What was really needed was 12 inches of rain.

Jack Jones appeals for Labour unity

BY JOHN ELLIOTT, LABOUR EDITOR

BRIGHTON, Oct. 4.

EFFORTS to unite the various sections of the Labour movement behind new economic and industrial policies before the next election were built up here to-day by Mr. Jack Jones of the transport workers, who appealed for an "ending of the stress and strain between the trade union and intellectual wings of the party."

Mr. Jones was speaking on the eve of two days of key debates at the Labour Party Conference here which should open the way for the movement to start to thrash out a new policy and strategy and an alternative to the Industrial Relations Act.

Pulled apart

Significantly, Mr. Jones made his remarks to a meeting of the Fabian Society, which, he pointed out, is the right-wing of the party, is pulled apart from left-wingers like Mr. Jones but which can play an important role when Labour is in opposition by acting as a catalyst for new ideas.

Mr. Jones, in particular, among other union leaders, is making it clear here that the

main task of the party this week is to close its ranks not only against the present Government but also so as to enable the coming months to be spent sorting out the types of problems which bedevil and split it when in power.

His appeal for unity, discussion and dialogue embraced all levels of the party from local constituencies and shop stewards' committees to the Parliamentary Labour Party, the party's National Executive and the TUC General Council—and included the academics understanding much more the working end of the Labour movement.

The party's "intellectuals" were urged by Mr. Jones to try to understand, for example, the reasons why trade unionists felt labour legislation encroached on their basic freedoms and why they reacted against old-style incomes policies, whether voluntary or statutory, which were based on "unfair norms" and other criteria.

Mr. Jones appeared to carry most of his audience along with him on these points, but lost favour with some when he

argued, as a union leader, that Parliament should become "a practical workshop" instead of "an extension of university debating societies" and that unions should try to sponsor more MPs who have practical industrial experience rather than "intellectuals" and other "academics" who used the unions as stepping stones to Westminster.

Significance

The problem, he explained, was that there was a tendency for this type of person to "try to do good without practical experience."

The main significance of this encounter on the fringe of the Labour conference was not only what Mr. Jones said and the way he was received. In the context of the party's apparent determination to try to work out new constructive policies which can survive the stresses of Labour being in power, the main significance was that a leading left-winger like Mr. Jones addressed the Fabians and urged them to become involved with him and other union leaders and politicians in formulating new policies.

No tax

and no red tape

No tax whatever for 15 years on export profits when you locate a factory—big or small—in Ireland.
Grants (non-repayable), towards your land, buildings and plant.
Educated, adaptable labour in plentiful supply. Modern industrial training facilities. And grants towards training costs.

Ready-to-occupy factory buildings at favourable rents.
Duty-free access to the British market. And absolutely no red tape. One man will organise the whole thing. Will give you all the details. Will see you get the fullest benefit of Ireland's big industrial advantages and incentives.

To: Eoin O'Sullivan, IDA Ireland, 28 Bruton Street, London W.1.

Yes, I'm interested in tax-free profits on exports.

NAME _____

ADDRESS _____

IDA Ireland
INDUSTRIAL DEVELOPMENT AUTHORITY